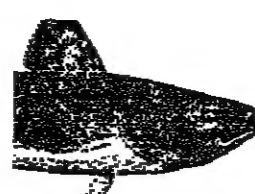




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# FINANCIAL TIMES

Europe's Business Newspaper

WEDNESDAY NOVEMBER 24 1993

DBS25A

## Fiat plans to cut 5,000 jobs from auto workforce

Fiat, Italy's largest private group, is planning to cut 5 per cent of its workforce in the Italian automotive sector and to lay off a further 10 per cent for up to two years.

Almost 5,000 jobs are to be axed but some union officials voiced the fear last night that the cuts might be far greater if Fiat was unable to make extensive use of the government-backed scheme financing temporary lay-offs. Page 18

**Office branch for North Korea:** President Bill Clinton offered North Korea the prospect of talks on "a thorough, broad approach to the issues that divide us", providing it abandoned its nuclear option and honoured non-proliferation commitments. Page 16

**Takeover probe 'was needed':** The European Commission should have investigated the effect of British Airways' takeover of Dan-Air on airline competition on routes between Britain and France, Air France told the European Court of First Instance. Page 2

**EN Aquitaine,** French oil group scheduled to be next year's first big privatisation, warned that 1993 profits would fall to just over FF1bn (\$169m), compared with 1992's FF7.2bn. Page 17

**Gaidar calls for 'sensible protectionism'** Russian deputy prime minister Yegor Gaidar called on the government to apply "sensible protectionism" to the country's industrialists and entrepreneurs. Mr Gaidar, pictured left during a press conference yesterday, denied he had changed his ultra-liberal views over the past two years.

to win votes in next month's parliamentary elections. Protection for business was a popular theme in the election campaign, he said. Page 18

**Work limit agreed:** European Union ministers passed directives on working time, setting a 48-hour week limit and guaranteeing mandatory time off. The legislation also limits the time children and adolescents can work. Page 18

**Warning on Mideast peace:** King Hussein opened the first session of Jordan's newly elected parliament by reaffirming his commitment to the Middle East peace process but warning that peace would not be achieved unless Israel gave up its claim to Jerusalem. Page 4; Israel and PLO draw the line in Jericho sand. Page 4

**Delta Air Lines** has put on hold earlier plans to launch a big expansion of its Asia-Pacific operations, with chairman Ron Allen saying the airline wanted to concentrate on returning sustained profits. Page 17

**US deadlock over guns:** A chaotic conclusion to the congressional session found the US legislature still deadlocked over the issue of handgun control, while handing President Bill Clinton provisional victories on other issues. Page 6

**Plea for ethical banking:** Banking ethics should be taught as a separate subject in training courses, to counter the competitive and commercial pressures facing bankers, UK banking ombudsman Laurence Shurman said. Page 9

**ABB Asea Brown Boveri,** world's largest power engineering group, reported flat profits of \$215m before tax and non-recurring items for the third quarter. The group said only Asian markets were strong, with demand in continental Europe still weakening. Page 18; Siemens and ABB expand eastward. Page 7

**Pilot rescued from Iraqi jet fighter aircraft** crashed in a Kurdish area of northern Iraq it was patrolling. The pilot ejected safely and was rescued by an American helicopter.

**Aid pledge for Kenya:** Kenya was promised \$850m in aid - with enough due next year to cover its 1994 external financing requirement - provided it settles repayment of some \$700m in arrears. Page 4; Nigeria head. Page 4

**New FT Statistics:** Following the introduction in Tuesday's FT of the new design of our statistical pages, a number of readers have telephoned or written in with comments. We are grateful for the many helpful suggestions received, all of which will be carefully considered in the next few weeks.

STOCK MARKET INDICES			
FT-SE 100	3082.3	(-1.3)	
Yield	3.87		
FT-SE Euroshare 100	1225.47	(-5.05)	
FT-A All-Share	1817.08	(-0.09)	
New York Stock Exchange			
Dow Jones Ind Ave	3092.87	(-0.28)	
S&P Composite	458.89	(+0.76)	
US LUNCHTIME RATES			
Federal Funds	2.5%		
3-mo Treas Bill: Yld	3.189%		
Long Bond	8.4%		
Yield	8.396%		
LONDON MONEY			
3-mo interbank	5.7%	(58.9)	
Libor 6m gilt future	Dec 1993 (Dec 15-16)		
NORTH SEA OIL (Aargau)			
Brent 15-day (Jan)	\$15.50	(15.88)	
Oil			
New York Crude (Dec)	\$37.3	(37.5)	
London	\$37.25	(37.0)	

STYLING			
New York Stock Exchange	1.887		
London	1.486	(1.4749)	
DM	2.5278	(2.5125)	
FF	8.775	(8.73)	
Sfr	2.3125	(2.2925)	
Y	181.25	(181.75)	
£ Index	81.4	(81.1)	
DOLLAR			
New York Stock Exchange	1.089		
DM	5.8		
FF	1.488		
Sfr	108.445		
Y	1.781	(1.7089)	
DM	5.9675	(5.92)	
FF	1.488	(1.483)	
Y	108.5	(108.25)	
£ Index	81.0	(80.9)	
Tolgo markets closed			

## Italian prime minister summons parties to forge consensus as lira declines

### Ciampi moves to save budget

By Robert Graham in Rome

Mr Carlo Azeglio Ciampi, the Italian prime minister, has called Italy's main political parties to a series of meetings today to hammer out a consensus on the 1994 budget.

Panic about the fate of the budget, now the central raison d'être of Mr Ciampi's government, provoked further falls yesterday on the stock exchange and in the value of the lira. At one stage the Italian currency dipped below the psychological barrier of L1,000 against the D-Mark. But the lira recovered slightly after Mr Ciampi's decision to hold special budget meetings.

Mr Ciampi's move was prompted by hints from disgruntled Christian Democrats and Socialists that they would withdraw support in parliament after their parties' disastrous performance in Sunday's municipal elections.

Mr Achille Occhetto, the leader of the former communist Party of the Democratic Left (PDS) and the principal victor of Sunday's poll, publicly supported Mr Ciampi, vowing to continue backing him until the budget had been approved. Mr Occhetto added: "The turbulence in the financial markets cannot be justified in any way by the political and electoral events in Italy."

This statement too helped to calm market nerves. As Ansa, the national news agency, pointed out ironically: "It is the

first time that a leader of the left's words have had a relatively positive effect on financial markets".

The PDS has emerged after the elections in 425 towns and cities as the one party capable of forging alliances up and down the country. This has given it a central role as the Ciampi government winds up business and prepares for early general elections.

The four-party coalition forming the government's parliamentary majority now accounts for little more than 15 per cent of popular support. Mr Occhetto has acted quickly to take advantage of his new position to cast himself as the leader of a future government coalition, and is seeking to dispel long-held prejudices

against the left in government. The discredited Christian Democrats could break apart after last Sunday's electoral performance in which support dropped to as low as 10 per cent.

Christian Democrat leader Mr Mino Martinazzoli issued a statement strongly denying that the party planned to pull its ministers out of the government, but Mr Martinazzoli himself is drawing huge criticism within the party over its role at the polls.

Earlier, GR-2 state radio reported that interior minister Nicola Mancino had argued that the Christian Democrats should back Mr Ciampi on the budget, but immediately make clear that the only reason it was not walking out of the government was to

avoid a lira crisis. This situation has undermined parliamentary discipline, and many members are in no mood to sanction budget legislation that undercuts their privileges and those of their friends in the public administration.

Without a special pact involving as many political groups as possible, parliamentary business is likely to become very difficult if not impossible.

Hence Mr Ciampi's meetings today with the Christian Democrats and the other three parties that support him in parliament, as well as four opposition parties on whose neutrality he will depend, the PDS, the Northern League, the Republicans and the Greens.

## Proposed exemptions raise fears of discrimination against foreign services companies

### US tax stance threatens trade talks, says Gatt

By Frances Williams in Geneva

An attempt by the US to seek tax exemptions in a proposed Uruguay Round accord on services is putting the whole round at risk, Mr Peter Sutherland, head of the General Agreement on Tariffs and Trade, warned yesterday.

The US wants the freedom to treat foreign services companies differently from local ones for tax purposes.

At a meeting with Mr Les Samuels, the US Treasury's assistant secretary for tax affairs, Mr Sutherland said Washington's proposed exemption was unacceptable to the other 114 participants in the round.

The issue is now expected to go before Mr Lloyd Bentsen, US Treasury secretary, and the US cabinet.

Gatt officials reported Mr Sutherland as saying that an unlimited right to discriminate in taxing foreign services suppliers would undermine the benefits of the draft services accord in guaranteeing fair treatment for companies establishing a commercial presence abroad.

The US position, announced a month ago after two years of laborious negotiations on a tax clause for services, has infuriated other countries.

Some have already threatened to take similar exemptions for themselves. This would leave foreign-based services companies around the world vulnerable to tax discrimination, which would devalue any benefits they

received from better access to markets.

Mr Sutherland told Mr Samuels, who on Monday failed to convince trading partners of the justice of the US position, that the tax exemption could prove "extraordinarily counterproductive". US companies, being the most active abroad, would be the biggest losers.

The draft services text allows countries to tax foreign services suppliers differently, for instance, to combat tax avoidance, provided this does not amount to discrimination. The wording eventually adopted was supplied by the US, Mr Sutherland noted.

Mr Samuels argued that the tax clause in the services agreement would upset the existing system of bilateral tax treaties, and could tie the hands of Congress in enacting new tax laws.

However, no other country, including the 60 or so with double taxation agreements with the US, sees a threat to the existing system.

Mr Samuels' remarks on new legislation have only added to fears that Washington is planning tough and possibly discriminatory legislation on taxation of foreign companies.

Mr Samuels has denied that the US has any discriminatory intentions. But, in that case, Mr Sutherland asked yesterday, why was it seeking complete freedom to discriminate, a freedom that would also ensure that affected governments had no remedy through multilateral dispute procedures.

With just three weeks to go to the Uruguay Round deadline of December 15, the issue has become urgent. Final country schedules specifying market-opening commitments for services and any exemptions are supposed to be submitted by the end of this week.

## Surprise UK interest rate cut seen as clue to budget

By Peter Marsh and Kevin Brown in London

Mr Kenneth Clarke, Britain's chancellor of the exchequer, yesterday surprised industry and the City with a half-percentage-point cut in UK interest rates.

However politicians and business leaders were divided over whether the timing and size of the cut to 5.5 per cent foreshadowed tax rises in next week's budget greater than the £3bn (\$4.47bn) expected by many economists.

Mr Clarke, keen to demonstrate that changes in interest rates will be influenced by economic events rather than political considerations, announced that the Bank of England would be in future decide the timing of shifts in borrowing rates.

The cut brought UK bank base rates to their lowest level for 21 years. It was quickly followed by quarter point reductions in mortgage lending rates by the Nation-

wide, Britain's second largest building society, and National Westminster Bank.

But the broad welcome for the first cut in UK interest rates since January was tempered by disappointment that Mr Clarke had failed to bring down borrowing rates by a full point.

The move was interpreted last night in business and political circles as a sweetener ahead of next Tuesday's budget when Mr Clarke is expected to announce a fiscal tightening of up to £2bn to curb the £50bn public sector borrowing requirement. Any changes announced in the budget will come on top of tax increases of £5.7bn already announced for next April.

The rate cut was authorised by Mr Clarke last week, although he left the precise timing to Mr Eddie George, the governor of the Bank of England. This practice will be followed in all future changes in interest rates as part

of a government effort to increase the credibility of monetary policy in the eyes of financial markets. Sterling reacted positively to the announcement, gaining 1½ pence on the D-Mark to close last night at DM2.5275, while against the dollar it put on more than 1 cent, finishing at \$1.4555.

On the London stock market, the FT-SE 100 index of leading shares came back from a 20-point loss prior to the rate-cut announcement to close 1.3 points down at 3,089.3, below the day's highs and after a highly volatile session marked by investor worries about the budget package. Long-dated gilts gained a quarter of a point, on theories that the

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Rubbish each other up the right way, Page 14  
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## EU threat to snuff out old Swedish habit

By Christopher Brown-Humes in Stockholm

An obscure Swedish devotion to wet snuff has emerged as a significant stumbling block in the country's ambition to join the European Union.

Mr Ulf Dinkelspiel, Sweden's minister for European affairs and foreign trade, gave a warning yesterday that if Sweden were not able to continue buying the substance, in defiance of an EU directive, it would be almost impossible for the country to win a referendum supporting EU membership.

The directive, which came into force in July, bans on health grounds the marketing and sale of wet snuff, a tobacco-derivative known in Sweden as "snus" that is typically inserted between the gum and upper lip.

Oral snuff-taking is a centuries-old tradition in Sweden - something the country is only too keen to prove to Brussels with examples of 17th-century price lists or 18th-century snuff boxes. Today as many as 600,000 Swedes, or one in ten of the population, are regular users and last year they consumed more than 5,000 tonnes of the stuff.

Sweden wants to be permanently exempted from the tobacco directive, saying it is the only issue on which it is seeking a "derogation" from EU rules. Although the EU has not formalised its position, it is understood to be considering giving Sweden a temporary exemption, followed by a review of the matter in five or ten years time. That is not acceptable to the Swedes.

"All we are asking is that 600,000 Swedes should have the right to continue snuffing," said a clearly irritated Mr Dinkelspiel yesterday.

The issue is very sensitive for pro-EU Swedes. They fear that if the union proves intransigent, it will be seen as unwarranted interference.

"It would be like banning ouzo in Greece," says Mr Olof Allgardh, an adviser to Sweden's snuff manufacturers in Brussels.

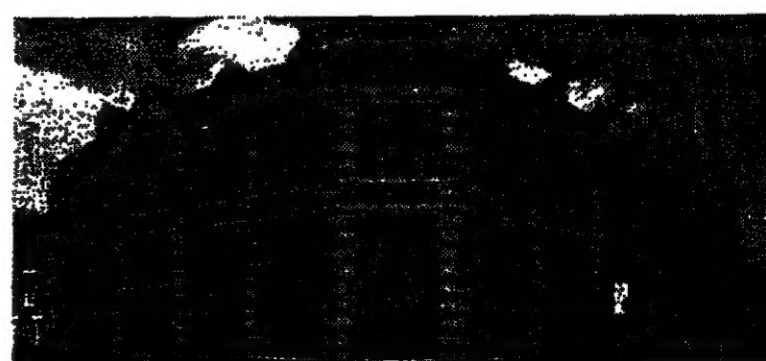
Clearly the issue is having an impact in Brussels. The word "snus" is now to be heard in the corridors of power as regularly as its English translation.



Talks between US trade representative Mickey Kantor (left) and chief European trade negotiator Sir Leon Brittan entered a second day in Washington. Page 7

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## Riva fails to meet Ekostahl deadline

By Judy Dempsey in Berlin

Riva, the Italian steel group which is bidding to buy Ekostahl, eastern Germany's largest steel mill, yesterday failed to meet a deadline set by the Treuhand privatisation agency to clarify how it would modernise the plant.

Treuhand officials said they were "disappointed" because the agency, despite opposition from the German's Steel Federation, is anxious to speed up the sale of the mill so as to secure jobs, investment, and markets for the region.

Riva, the Milan-based privately-owned company, obtained sole negotiating rights earlier this month from the Treuhand to buy Ekostahl, and had until yesterday to spell out its efficiency and production plans.

The Italian company confirmed it had not responded to the Treuhand's request for more details, but declined to explain why it had missed the deadline.

Riva is expected to buy 60 per cent of Ekostahl, while the Treuhand will hold the remaining 40 per cent stake. Together they will invest DM1.2bn (\$470m) in building a hot rolling mill, the equivalent of a mini mill with an annual capacity of about 800,000 tonnes.

Treuhand officials said it was unclear if the delay by Riva was caused by last week's opposition by Britain, France and the Netherlands to proposals put forward by the European Commission to restructure western Europe's steel sector.

Officials added the agency was "very angry" with Britain for opposing the Commission's proposals, although France and the Netherlands had also opposed the plans on the grounds that they were not strict enough in reducing capacity.

A British official said that opposition from Mr Tim Sainsbury, the UK industry minister, was not directed specifically at Ekostahl but at the steel industry in general.

European Commission prepares four separate economic studies

## Brussels seeks jobs blueprint

By Lionel Barber in Brussels

Over the next fortnight, Europe's political leaders will be hit with a blizzard of paper recommending ways to combat unemployment and spur an economic recovery.

The European Commission is preparing no fewer than four separate studies on these topics, an exercise which has strained the bureaucracy's powers of co-ordination to its limits. Even supporters admit there is duplication and overlap.

The Brussels paper trail includes a Green Paper on the future of European social policy drawn up by Mr Padraig Flynn, the Irish commissioner; a Commission document setting out "broad economic policy guidelines" to be adopted at next month's EU summit; a paper on the state of "convergence" among the 12 member states' economies; and Mr Jacques Delors' own White Paper on employment, competitiveness and growth, which will borrow liberally from all the above.

Mr Delors, approaching his 10th and final year as Commission president, is keen to go out on a high note. The White Paper has become something of a last will and testament which he hopes will lift EU leaders' sights above their short-term difficulties to the long-term future of the European economy. Mr Delors' dilemma is how to influence the debate at a time when member states are increasingly looking for national - rather than pan-European - solutions to their economic problems. The Bank of England's half percentage point reduction in its base lending rate yesterday underlined the trend. At a meeting of EU finance ministers last Monday, Mr Delors pleaded for an open-minded debate; but his prescriptions for job creation, such

Spain's conservative opposition party, the Partido Popular, said yesterday that Mr Abel Matutes, the EU energy commissioner, is to leave Brussels early next year to lead the party in the European elections next June, writes Tom Burns in Madrid. Mr Matutes has served on the Commission for the past seven years.

A fellow PP politician, Mr Marcelino Oreja, will take the position, one of two Spanish commissioners.

as a shorter working week, lower retirement age, compulsory cuts in overtime and more "solidarity" between those in and out of work appeared to be given short shrift.

Mr Kenneth Clarke, the UK chancellor of the exchequer, dismissed the ideas as "folly" and claimed they would actually create more unemployment. Mr Johann Kerkhoff, Germany's state secretary for the economy, said such measures could only be "a short-term emergency instrument". Mr Jean-Claude Juncker, Luxembourg's finance minister, said shorter working hours would send a "negative, defeatist signal" to Europe's workers.

Similarly, finance ministers expressed concern about the difficulty in cutting employment taxes.

Though there is general recognition that it is necessary to encourage businesses to hire labour, ministers are worried that the loss in state revenue will have to be made up with higher taxes, such as value added tax or new environmental levies. There is also a widespread reluctance to commit to specific targets either on interest rate cuts, or the ambitious target of creating 15m jobs by the year 2000. Mr

Delors' aides insist that the tone inside Monday's meeting was friendly, with ministers welcoming the Commission's analysis of the structural economic problems facing the Union. Yet the question of the prescription persists and will form the core debate at the European summit in Brussels on December 10 to 11.

So far, there is a cautiously tentative tone to the latest drafts of the White Paper. The opening section disavows any intention to legislate, and it explicitly recognises that solutions must be tailored to member states' needs.

About the only strong statement the Commission makes is a rejection of the US "trickle-down" model of reducing income disparities and improving job creation through more wealth creation.

Commission officials also predict there will have to be substantial revisions of the White Book's chapter on employment. There is widespread scepticism about claims that up to 1m jobs could be created through tighter environmental standards and more "green" public and private sector inspectors by the end of the century. Smaller assertions about the potential for employment in the arts and leisure industry are also viewed with suspicion inside the Commission. "They seem to want to turn Europe into a giant Disney park," said one official.

Mr Delors faces a delicate balancing act, uniting his fellow commissioners behind his own White Paper and then winning the support of the member states for a general plan of action. He must also square the circle between his support for the European social welfare state and the need for more labour market flexibility. Much work still needs to be done.

Merck executive warns on healthcare spending controls

## Cuts in drugs bills 'ineffective'

By Paul Abraham

European governments' efforts to cut drugs bills are ineffective and counter-productive, according to Merck & Co, the world's largest pharmaceuticals group.

Mr David Anstice, Merck's senior vice-president for European human health, warned at a conference in Brussels yesterday that drugs spending cuts would not have a meaningful impact on overall expenditure because medicines represented such a small part of healthcare spending.

Most European countries could control health spending

more effectively through other means, he argued. Many were paying large amounts for the wrong sorts of medicines.

Doctors should alter prescribing habits to provide better value for money for patients. This meant prescribing more innovative medicines, fewer traditional treatments of dubious efficacy and more off-patent generic drugs.

Only a quarter of government spending on medicines was on patented drugs. Half, on average, was spent on over the counter non-prescription medicines - which could be paid for by the patient - or generic pharmaceuticals from

one source. The latter tended to be traditional remedies restricted to a single country and lacking any efficacy, Mr Anstice said.

As for patented medicines, doctors probably prescribed too many acute therapies such as antibiotics, analgesics, and tranquillisers. On the other hand, some illnesses such as arteriosclerosis were undertreated.

Savings could be made in distribution and dispensing for which European governments were paying too much. Distribution and dispensing cost more than 50 per cent of the price of prescription phar-

maceuticals, compared with 20 to 25 per cent in the US.

The European wholesaling industry might need to rationalise, cutting costs and becoming more competitive. This would allow it to pass on lower costs to government purchasers, Mr Anstice said.

Structural changes were required in healthcare delivery, he said. Governments needed to measure the performance of healthcare delivery not only through costs, but also outcome of treatment.

Pharmaceuticals companies which failed to keep high standards in medical marketing should face stiff sanctions.



A Bosnian woman who was among 14 badly wounded people evacuated from Sarajevo yesterday

## Serbs again halt aid convoys

Bosnian Serbs yesterday blocked aid convoys trying to reach Muslim enclaves in central Bosnia in spite of pledges by Serb leaders to allow the relief effort to resume after a near one-month suspension, our Foreign Staff writes. Serb

military leaders yesterday held up four convoys heading for the eastern towns of Tuzla, Srebrenica and Sarajevo, all designated UN "safe areas". Meanwhile, Mr Warren Christopher, US secretary of state, cautioned yesterday against

any premature lifting of sanctions against Serbia, as proposed by European Union leaders on Monday, in return for more land for the Muslims. Mr Christopher said in a radio interview the Serbs had to first make firm commitments.

## Air France case on Dan-Air opens

By Andrew Hill in Brussels

The European Commission should have investigated the effect of British Airways' takeover of Dan-Air on airline competition on routes between Britain and France, Air France told the European Court of First Instance yesterday.

The French state carrier told the lower chamber of the European Court that last year's takeover of Dan-Air, the troubled UK carrier, had allowed BA to increase its share of the France-UK routes using London's Gatwick airport from 45 per cent in 1991-92 to 61 per cent in 1992-93.

The Commission claimed in

October last year that the takeover - for a nominal price of £1 - was not large enough to fall under European rules governing mergers. Shortly afterwards the British government cleared the deal.

Evidence submitted to yesterday's oral hearing in Luxembourg will now be assessed and the court should rule on the case in the first half of next year. Dr Ami Barav, a European law consultant to the London solicitor Theodor Goddard, said yesterday that a decision against the Commission in the Air France case could have "damaging implications for Brussels' procedure for vetting merger cases."

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20/11/93



## Kiev faces sanctions in nuclear row

By John Lloyd in Moscow

The Russian government may cut off gas supplies to Ukraine and impose other economic sanctions to force it to destroy or return the nuclear weapons on its territory to Russia.

Officials in the Russian capital say the pressure will be used "reluctantly" but add they are determined to use it if Ukraine does not carry out its obligations to return the missiles. Mr Andrei Kozlov, the Russian foreign minister, said at the weekend that Ukraine was becoming a "new nuclear power".

Ukraine's parliament in Kiev ratified the Strategic Arms Reduction Treaty (Start I) treaty last week but, in doing so, proclaimed itself a nuclear state and defined the treaty as applying to only about one-third of the 1,800 missiles it holds.

Mr Leonid Kravchuk, the Ukrainian president, said on Monday that "Ukraine wants to and will destroy its nuclear weapons".

At the centre of the issue is Ukraine's demand for money from the west to pay for the destruction of the nuclear stockpile.

The US has proposed \$175m

to assist, which Ukraine says is not enough.

Mr Vladimir Kryzhanovskiy, the Ukrainian ambassador to Moscow, said yesterday that "our requests for compensation cause nothing but surprises on Russia's part" and said that the destruction or transfer of the weapons could "not be speeded up".

Mr Antoni Butenko, the Ukrainian president's foreign policy adviser, said on Monday that "the status of Ukraine is unique. This is a new situation".

"Ukraine is not a nuclear state but owns nuclear weapons."

Ukraine is, however, highly vulnerable to Russian pressure.

The Ukrainians depend heavily on their neighbour for oil and gas supplies and are already deeply in debt for their extensive energy needs.

An accord between Mr Kravchuk and Mr Boris Yeltsin, the Russian president, on the handing over of nuclear weapons and of Ukraine's half of the Black Sea Fleet to Russia reached earlier this year in the Crimea now seems to be a dead letter.

This has prompted charges from Russia of bad faith on the part of Ukraine.

## EU urged to accept Norway's oil rights

By Karen Fosell in Oslo

Mr Abel Matutes, outgoing European commissioner for energy, said yesterday he supported Norway's request for a protocol, attachment to the country's EU accession agreement that would clearly state Norway could continue to have sovereign rights over its oil and gas reserves, should it become a member of the Union.

Following two days of energy negotiations in Oslo with Mr Jens Stoltenberg, Norway's industry and energy minister, Mr Matutes said he would recommend Norway's request be approved by the European Council of Ministers.

Norway, western Europe's biggest oil producer and one of its largest suppliers, is concerned that a draft energy agreement, due to be adopted at a meeting of EU energy ministers on December 10, would force it to relinquish sovereignty over petroleum resources.

"On energy we have made a lot of progress and I have agreed to seek to add a protocol to Norway's membership application which will recognise Norway's full sovereign rights over [oil and gas] resources," Mr Matutes said, adding that he would recommend the protocol be accepted by Mr Hans Van den Broek, EU commissioner in charge of accession negotiations.

One other leading issue discussed by the two energy officials included that of Statoil's future role and status should Norway become an EU member and the management by Statoil of the state's direct financial interests in oil and gas licences.

"We discussed different models combining Norwegian interests in having strong, effective control but at the same time taking care of equal treatment of all oil companies," Mr Stoltenberg said.

Norway fears that once the EU's energy directive is adopted, and it becomes an EC member, it would have to change Statoil's structure and the way it is currently managed.

Statoil is automatically given a certain percentage in all oil and gas licences and the state also takes a direct shareholding, which Statoil manages on its behalf. Usually the combined shareholding can reach 50 per cent and often exceeds that amount.

Both men said important progress on energy issues had been made during their talks, but that technical details needed to be agreed before these issues could be resolved. "We have discussed ways to find technical solutions to political problems," Mr Stoltenberg said.

## French welfare in terminal state

Recession has added to the woes of a system in need of reform, writes David Buchan



For more than 500 days and nights a small group of nurses has maintained a protest sit-in outside the Ministry of Social Affairs on the Avenue de Segur in Paris, with a tenacity matching the persistence of the crisis in France's welfare state.

Neither the nurses nor the crisis will go away. The nurses, who are protesting at understaffing and poor pay in French hospitals, promptly bought themselves a new tent when "someone" set their old one alight in early November. For his part, the prime minister, Mr Edouard Balladur, warned this week that the deficit in the country's various welfare schemes - pensions, unemployment and health insurance - were worse than he planned for six months ago.

The chief reason is not that French welfare benefits are lavish, though they are so in the medical field.

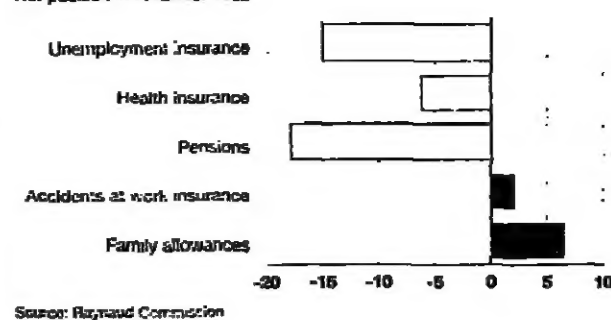
The crisis has, rather, been brought on by the recession and the fact that the funding of the French welfare state is still little changed from its origin as a series of schemes co-financed by employers and employees.

Welfare contributions by employers and employees accounted in 1990 for no less than 44 per cent of total French tax receipts, compared with 17.5 per cent in the UK, and a paltry 3.1 per cent in Denmark, which funds its generous welfare provisions out of general taxation.

The recession, the worst France has experienced for 20

### France's ailing welfare state

Net position in FFfrn for 1992



Source: Reparat Commission

employees are contributing an extra FFfrn, and though they did not have a say in the matter, the unemployed themselves in effect contributed FFfrn through a reduction in wage payments. "In theory, this is enough to keep the scheme going up to a level of 3.6m unemployed," says an official of the Patronat employers' federation.

That figure is not a total abstraction, since even Mr Balladur does not foresee unemployment coming down until late 1994.

An ageing population, coupled with a rising level of structural unemployment, made reform of the state pension system inevitable, with fewer people in work to pay the pensions of more people in retirement.

The government did not change the legal retirement age of 60, but instead this summer introduced legislation extending from 37.5 to 40 years the period which people need to work to qualify for a full state pension and recalculated this full pension on the average of a person's 25 best-paid years, rather than his or her 10

best-paid years. "Strangely, pension reform which many thought would rock the system passed very quietly," says a senior aide to Mrs Simone Veil, the social affairs minister.

"One reason was that the change has been staggered over 10-15 years."

To supplement reduced pay-as-you-go state pensions, and also to create the big pension funds which play such a big role in other countries' financial markets, the government aims to present a plan next year to introduce capitalised private pensions.

It may be only then that the magnitude of this year's changes to state pensions sinks in, as the French of working age realise that they are being asked to contribute twice over - once to those currently retired and once to their new private pensions.

The biggest scope for savings is in health spending, which is higher than anywhere else in Europe and second only to the US.

The French system is an expensive combination of freedom of choice (patients can

pick their doctors, doctors can prescribe what they like) and of financial intervention by the state (which reimburses patients 70 per cent of what they pay doctors and a bit less for medicines, while picking up virtually the entire tab for hospital treatment).

Mrs Veil is trying to get a handle on the soaring spending which this system produces.

Aiming to save some FFfrn next year, she has set the rise in hospital spending at 3.35 per cent in 1994 (compared with 5 per cent this year), while trying to oblige hospitals to "pay" for new equipment like scanners with a compensatory saving like eliminating unnecessary beds.

Of the country's 500,000 hospital beds, 60,000, mainly in rural areas, are said to be surplus to requirements. She has less direct leverage over general practitioners working outside hospitals.

But the latter have agreed with the state health insurance agency to aim at limiting the rise in overall health spending to 3.4 per cent next year (compared with a 7 per cent increase this year).

Criteria are being drafted on what constitutes "unnecessary" medical treatment, with the threat of financial sanctions on doctors who ignore such guidelines.

But so far it is the carrot, rather than the stick, that has been applied. To reduce their financial incentive in prescribing pills, doctors had their consultation fees raised on November 1.

This is the sixth article on welfare states around the world. Previous articles appeared on October 23, November 3, 8, 17 and 19.

## Price Waterhouse to advise Russia on Lada sell-off

By Layla Boulton in Moscow

Russia's AvtoVAZ, the producer of Lada cars, has hired Price Waterhouse as its auditors and advisers ahead of moves beginning next month to privatise a flagship of Russian industry.

Mr Nikolai Glushkov, deputy director of AvtoVAZ, said it had hired the firm primarily to enhance the plant's ability to attract western finance.

Some 25 per cent of AvtoVAZ shares will be sold at an auction next month, using vouchers which have been distributed to Russia's 160m citizens. Another 22 per cent will be offered at a separate investment tender next month to big corporate investors. But Mr Glushkov said he hoped to attract foreign investors through capital increases planned for next year.

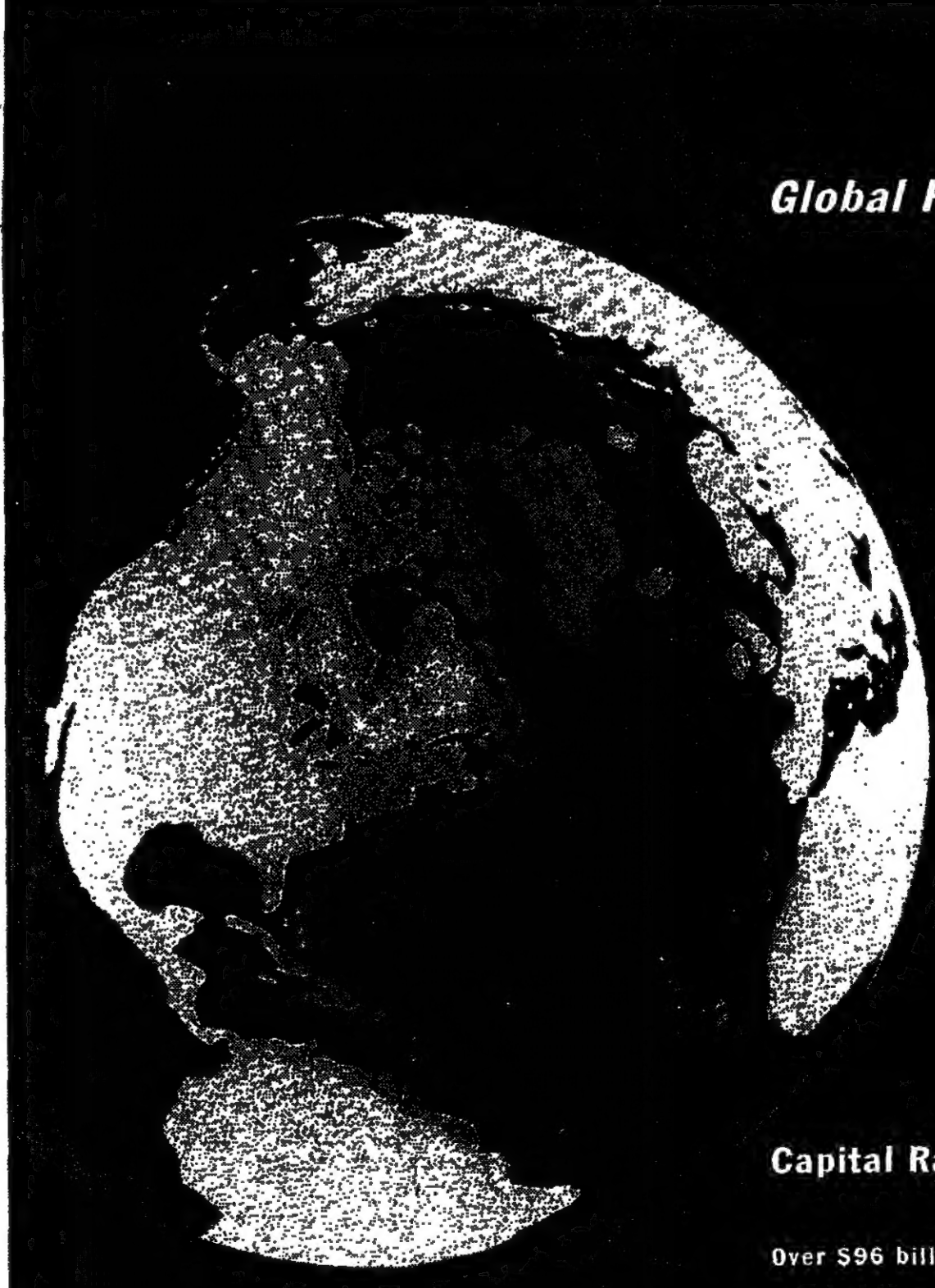
As proof of its commitment, Price Waterhouse has set up a special office of 30 people at Togliatti, the remote industrial town built specially for the fac-

tory and its 100,000 workers. Mr Peter Rogers, a Price Waterhouse partner responsible for the Togliatti operation, said the contract extended beyond auditing. "We're advising them in a broader sense. We're training their accountants, setting up an international accounting department, and providing a wide range of advisory services."

AvtoVAZ employees and management will receive 51 per cent of the company's present capital. AvtoVAZ has ambitious expansion plans and wants to produce a new family of cars. It is taking part in a separate industrial consortium which wants to produce a lower-quality car in the Opel Corsa range.

Mr Glushkov said AvtoVAZ, which last week signed an agreement for a \$150m (£101m) loan from a Swiss finance company, was holding talks with various western car makers, including Fiat, which helped AvtoVAZ produce its Lada car in the first place.

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## Nigeria's debt arrears pass \$5bn

By Michael Holman and Paul Adams in Lagos

Arrears on Nigeria's \$30bn (€20.4bn) external debt exceed \$5bn, presenting the country with its most serious economic crisis since independence, say local economists and western creditors.

Without a rescheduling agreement, arrears will rise, external support from donors such as the World Bank will be suspended, industry will continue to function well below capacity, and the country's economic decline will continue, raising the spectre of political instability.

Prospects of an economic policy agreement with the International Monetary Fund (IMF) were seen as a lifeline for the country's removal from office of Chief Ernest Shonekan, and the assumption of power by General Sani Abacha.

An IMF deal is an essential condition to debt rescheduling. An agreement is unlikely within a year, say creditors. In 1993, Nigeria's official bilateral debtors were owed \$2.4bn in loan principal and interest payments, nearly all of it to the Paris Club, but by the end of August less than \$100m had been paid.

Nigeria fell seriously into arrears last year and by the end of 1992 its arrears in bilateral interest alone were \$1bn, with interest and principal arrears reaching around \$3bn by March 1993 when the former finance minister, Mr Oladele Olashore was summoned to Paris for an explanation.

In 1992 Nigeria serviced only \$167m of its bilateral debt service, having averaged around \$1.2bn a year in 1990 and 1991.

Priority for external debt service goes to the World Bank, but Nigeria narrowly avoided Bank suspension in early November, when it paid \$140m or three months' service, almost two months in arrears.

If a member country is 90 days late in paying, the World Bank automatically suspends all its loan operations. Nigeria's net capital flows with the World Bank have been negative for the last three years, averaging \$247m a year. According to the World Bank, its disbursements to Nigeria are slow because of bureaucratic and legal bottlenecks, lack of counterpart funds, inefficient procurement and design flaws in some projects.

Economists say Nigeria has run up arrears in debt service to the other main multilateral creditor, the African Development Bank.

The other priorities for debt service are its par bonds and promissory notes, which are performing well and supplier credits. In 1992, Nigeria serviced nearly all its \$400m debt payments to suppliers and has continued to keep up substantial payments to defence contractors including Dornier of Germany, according to Central Bank cash flow statements.

The dollar value of Nigeria's debt has grown by about 50 per cent since the launch of a structural adjustment programme in 1986, and by the end of last year stood at nearly \$30bn, equivalent to 113 per cent of GDP.

● Nigeria's new military rulers named a Provisional Ruling Council. Gen Abacha is chairman and defence minister, Baba Gana Kingibe, running many of the threatened presidential candidates, is foreign minister.

Apart from justice and foreign ministers, the only civilian cabinet member will be Alex Ibru, publisher of the Lagos Guardian newspaper, who is named interior minister. Nigeria debt, International Capital Markets

# Israel and PLO draw the line in Jericho sand

Julian Ozanne on talks over the size and shape of the area for Palestinian self-rule

Within a few months Mr Yasser Arafat will take up residence in the dusty, palm-fringed town of Jericho, the planned de facto capital of Palestinian self-government, after nearly half a century of exile.

Yet, so far, no one knows what area around Jericho Mr Arafat and his embryonic government will control.

Yesterday Palestinian and Israeli peace negotiators began talks on the size of the Jericho area from which Israeli troops will begin to withdraw in less than three weeks. It is certain to prove one of the most difficult and sensitive issues on their long peace agenda.

The fact that the two sides are now discussing Jericho is a sign of how far they have come and how far they still have to go to reach a protocol, due to be signed on December 13. It will provide for a phased four-month Israeli troop pull-out from the occupied Gaza Strip and Jericho and the handover of policing and administration to Palestinian hands. Palestinian elections are planned for next July.

When negotiators began discussions on how to implement the historic Israeli-Palestinian peace accord the task seemed well-nigh impossible.

Although the peace agree-

ment provides only for an interim and partial solution to the problem, many of the issues that have had to be solved, such as security and claims to territorial sovereignty, cut to the heart of the conflict.

But in the past five weeks the two sides have proceeded at a furious pace, reaching broad agreement on a range of complex security problems such as policing, the future role of the Israeli military and the first release of Israeli-held Palestinian prisoners. By all measures the negotiations have been a remarkable achievement in beginning to solve one of the world's most intractable conflicts.

Now the size of Jericho and the future economic relations between Israel and the Palestinian economy, which is also being discussed in Paris this week, are the most substantive issues left on the agenda.

The eventual size of Palestinian-controlled Jericho could be anywhere between 25 sq km (the present area of the town's municipal boundaries) and 345 sq km (the size of the old British mandatory Jericho district). Israel is pushing for the smallest possible area while the Palestinians are demanding the full 345 sq km. For both sides the shape and size of the Jericho area is critical.

Israeli military officials say the Jericho district includes two significant defence lines - the Jordan line east of Jericho and the fortified hill line west of the town. Military experts say the Jordan line is essential for defence against external threats and are demanding Israel continue to hold a 5km strip west of the

river to control the Jordan river and prevent armed infiltration of guerrillas into Israel. The hill line, they say, is critical to controlling the area around the town and the road to Jerusalem and has several army facilities.

The second big concern for the Israelis is security of the Jewish settlers who will continue living in the Jericho district. There are three Israeli settlements close to the town - Vered Jericho, Mitpeh Jericho and Beit HaArava. Israeli officials say they could evacuate Jericho town and the Palestinian refugee camps of Ein Sultan and Akabat Jabir without surrendering the three settlements.

The Israelis are likely to press for three Israeli-controlled enclaves in the Palestinian-controlled areas to protect a total of six settlements, including the three close to Jericho town.

The Israelis also want to build a bypass road around Jericho to allow settlers to travel on roads controlled by Israeli security and police. The Israelis will also demand full control over the Allenby border crossing into Jordan.

Palestinian officials say they could accept most Israeli security concerns if Israel is generous with its surrender of a

large area of territory. Palestinian concerns about the size of Jericho focus on the viability of the area, control of economic and water assets and access to Jordan.

Mr Khalil Tawfik, a Palestinian cartographer, says the Palestinians are largely concerned with economic interests and want to secure the agricultural and tourism resources of the Jericho area and have a large enough area to allow the construction of houses, offices and industry.

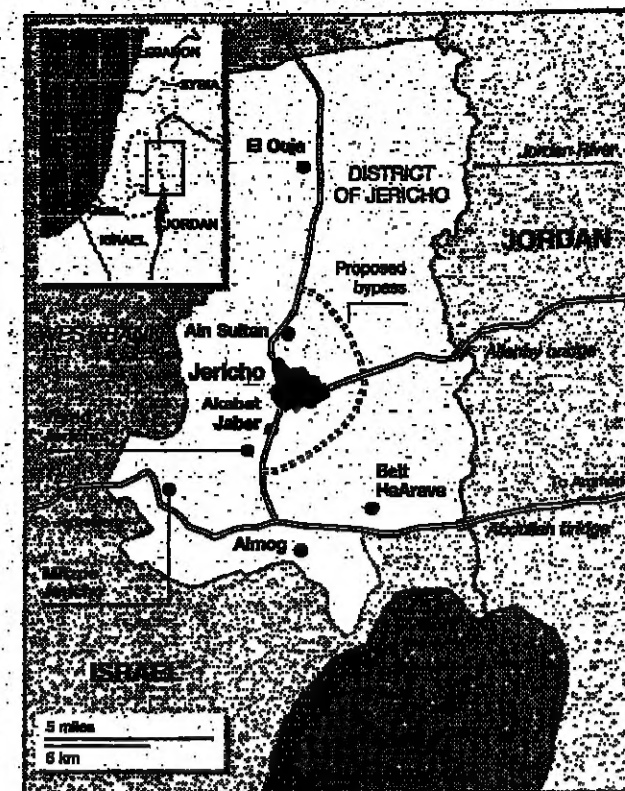
The Palestinians are pushing for the control of all major religious and tourist sites around Jericho. They also want the area to extend to the northern shore of the Dead Sea to allow the Palestinian entity to begin its own self-producing industry and to give the Palestinians a direct and independent crossing to Jordan by ferry.

Also critical to the Palestinians, especially for agriculture, is control of the water resources of the area, in particular the water springs at El-Ouja and control of the Almagh junction which provides access to the Dead Sea, Jerusalem, the rest of the West Bank and the Abdullah bridge.

The Palestinians seem prepared to concede Israeli control of the 5km strip east of Jericho along the Jordan Valley but are demanding a corridor to

the Allenby and Abdullah bridges and joint administration of the border crossings.

Although the Palestinians have been saying that the bor-



der between the Jericho area and the rest of the occupied West Bank is likely to be temporary, both sides realise there is much to play for at this stage of the negotiations.

## Kenya is pledged \$850m in new aid

By David Buchan in Paris

Kenya was yesterday promised \$850m (£577m) in new aid - with enough due next year to cover its 1994 external financing requirement - provided it settles repayment of some \$700m in arrears.

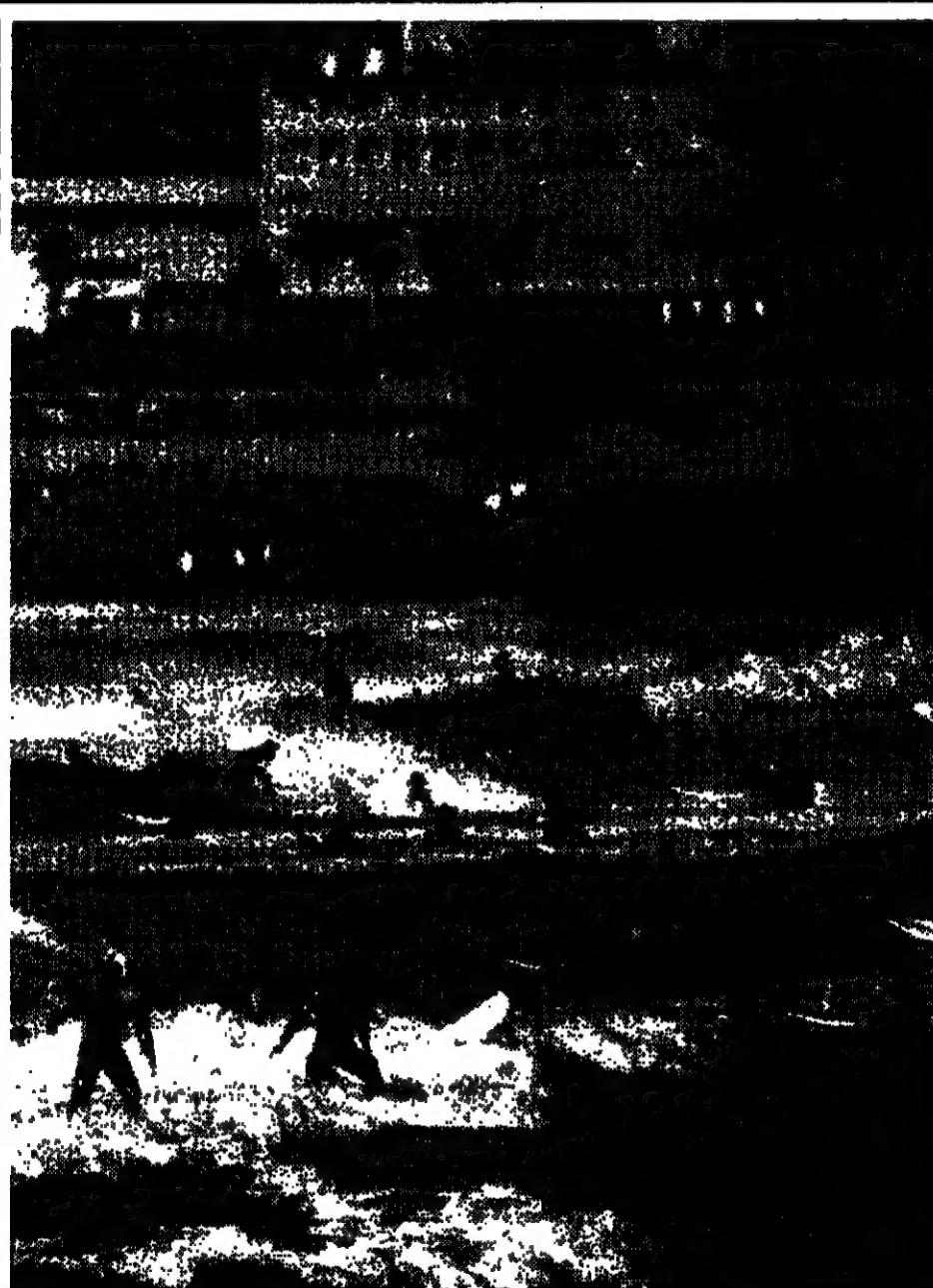
Mr Musalia Mudavadi, Kenya's finance minister, indicated that, in all but name, he was planning a standard rescheduling of debt arrears with the Paris club group of official creditors. He hoped Kenya would soon "come to a reasonable arrangement on a multilateral basis" on the debt arrears.

But the minister shied away from calling it a standard Paris club operation, apparently for fear that this might damage efforts to restore investor confidence in the Kenyan economy.

Of the \$850m in new aid pledged by donor countries yesterday, some \$170m will be in the form of quickly-disbursed balance of payments aid. This will, in effect, bridge the country's 1994 financing gap, provided the arrears on past debt is separately settled. The bulk of the aid pledged yesterday is money for development projects spread over several years, but Kenya is due next year to get some \$350m worth of project aid resulting from past pledges.

Mr Mudavadi said there was "no strict conditionality" attached to the aid, but he freely conceded concerns about ethnic clashes and corruption expressed by donors in a frankly-worded communiqué issued by the World Bank which chaired yesterday's meeting.

Mr Mudavadi admitted that donors had insisted that "elements of corruption should be dealt with firmly". The minister himself stressed that the government's recent "corrective" measures to root out corruption would be continued, and were not just a show to placate foreign donors at this week's Paris meeting.



Early morning surfers try to catch a wave off a resort beach 60 km south of Tokyo yesterday as Japanese celebrated Labour Thanksgiving Day. Associated Press

## Jordan takes guarded steps towards peace

By James Whittington in Amman

King Hussein yesterday opened the first session of Jordan's newly elected parliament by reaffirming his commitment to the Middle East peace process. However, he warned that full peace would not be achieved unless Israel gave up its claim to the city of Jerusalem.

He said his government is taking "footsteps" towards peace with Israel. But he stressed the need for dialogue among Jews, Christians and Muslims on the future status of Jerusalem. "We recognise no sovereignty over [the city] except that of the almighty God," he said.

Jordan endorsed an agenda for peace with Israel on September 14, a day after the Palestine Liberation Organisation and Israel signed their agreement in Washington. Since then, several understandings on economic relations with Israel, the environment, water, and land have reportedly been secretly initiated. King Hussein has acknowledged that items on the agenda will be agreed in a piecemeal fashion but has so far ruled out talk of an imminent unilateral agreement.

Although behind-the-scenes progress is being made, the king has repeatedly called for urgent talks on Jerusalem. Under the PLO-Israeli deal the city's status will not be negotiated until after a two-year interim period. The Hashemites have strong links with the city. East Jerusalem was part of Jordan between 1948 and 1967 and the king's grandfather and great-grandfather are buried there. The king is personally funding renovation work on Muslim holy sites in the city, including the Dome of the Rock mosque.

While Jerusalem is set to be one of the more difficult sticking points between Jordan and Israel, the kingdom's 80-member parliament should be less reactionary to prospects of peace than its predecessor. The number of deputies opposed to peace has fallen as a result of the multi-party elections held on November 8.

In his speech, King Hussein said Jordan expected economic growth of 6 per cent for this year, while inflation would not exceed 4.5 per cent.

● The council of ministers yesterday unanimously endorsed next year's JD1.5bn (£1.4bn) draft budget, Reuters adds.

The budget will be formally presented to parliament early next month for final approval. King Hussein said local revenue in next year's budget would cover current costs and a large part of capital costs. He pledged to continue economic reforms agreed with the International Monetary Fund.

The debt-ridden country has counted on foreign aid to reduce chronic budget and balance of payments deficits.

## Iraq keeps up shelling of marsh Arabs

Iraqi troops have continued indiscriminate artillery bombardments of Shia Arabs in the southern marshes, although serial attacks ceased with the imposition of a Security Council no-fly order, writes Michael Littlejohns at the UN. A UN report, prepared by Mr Hans van der Stoep, a former Dutch foreign minister, is a severe setback for Iraq's case for the lifting of sanctions.

It coincides with the current visit to New York of Mr Tariq Aziz, Iraqi deputy prime minister, who is trying to convince Security Council members his government has complied with all relevant resolutions and should be allowed to resume unrestricted oil sales.

But Mr van der Stoep rejected this argument. As for the Iraqi claim for sanctions to be lifted on humanitarian grounds, he said Baghdad had refused an opportunity to sell oil worth up to \$1.6bn (£1.07bn). He blamed the plight of Iraqi civilians, including the marsh Arabs, on the Iraqi government.

## Ivory Coast nearer crisis

Ivory Coast edged closer to a constitutional crisis yesterday, with the main opposition party arguing that ailing President Felix Houphouët-Boigny is no longer able to govern.

But Mr van der Stoep rejected this argument. As for the Iraqi claim for sanctions to be lifted on humanitarian grounds, he said Baghdad had refused an opportunity to sell oil worth up to \$1.6bn (£1.07bn). He blamed the plight of Iraqi civilians, including the marsh Arabs, on the Iraqi government.

State-run media maintained a news blackout on the health of Mr Houphouët-Boigny, Africa's longest-serving leader, not seen in public since returning on November 19 from prostate surgery in Europe. The Ivorian Popular Front, the main opposition party, says Mr Houphouët-Boigny can no longer run the country.

Electricity workers staged a brief strike on Monday and Abidjan's main hospitals are due to be hit by a strike today. Civil service salaries are being paid up to three weeks late, an unprecedented delay.

## Jakarta warned on budget waste

Indonesia, one of the world's biggest borrowers, is wasting 30 per cent of its development budget and may lose more to expensive prestige projects, senior economists said yesterday, Reuters reports from Jakarta. The official Antara news agency and local newspapers quoted them as telling a conference in Surabaya that corruption and inefficiency were eating into state budgets and tying the economy to foreign aid.

## Charity pledge to help Burundi

A British charity yesterday pledged £100,000 towards the cost of civilian mediation to restore stability in Burundi, Reuters reports from London. Actionaid, which has been working for 17 years in Burundi, hopes its offer would spur governments into action following a coup attempt there last month.

# Imbroglia boils up for a business emperor

The Elliott affair is extraordinary, even by Australian standards, Nikki Tait writes

Life for John Elliott, the Melbourne-based businessman, has undergone an abrupt volte-face.

A few years ago, he was running a multi-billion-dollar corporate empire with interests ranging from Courage and Foster's beer to agribusinesses and resources. Now the possibility of criminal charges looms, after a federal court judge yesterday lifted an injunction barring the Australian authorities from investigating or bringing a case, centred on alleged corporate theft, against him.

The judge's ruling follows a 17-day hearing over the merits of that injunction and could still be overturned on appeal, an option which Mr Elliott's counsel quickly indicated would be pursued. But the delay may be brief. The judge agreed to suspend any lifting of the injunction to allow an appeal to be lodged

in "an appropriately short period". Already the "Elliott affair" has proved extraordinary, even by the rumbustious standards of Australian business behaviour. For Mr Elliott, who denies any impropriety, has countered the threat of criminal charges with allegations that the National Crime Authority's interest in the business affairs of his former Elders XL company has been politically motivated. The NCA, for its part, has said that its investigation stems solely from the possibility of serious wrongdoing.

At the heart of the imbroglia, according to statements of claim lodged by Mr Elliott and an Elliott associate, are a series of complex foreign exchange transactions dating back to 1988. These are said to have involved Elders XL, which was Mr Elliott's quoted company in the 1980s, the Bank of New Zealand, and

companies connected with executives of Equitcorp, the failed New Zealand-based group. The transactions between Elders and BNZ are said to have taken place in January and September that year, and resulted in an aggregate loss to Elders of around A\$98.2m (£29m). Companies connected to Equitcorp executives, also dealing via BNZ, benefited by a like amount at similar times.

The Elliott camp claims these deals were part of a "normal" hedging operation, related to Elders' exposure to sterling at that time. The loss to Elders in New Zealand, it is claimed, was made up in the UK.

But talk of payments between Elders and Equitcorp is not entirely new. It surfaced last year, during the trial of Equitcorp's former chief

executive, Mr Allan Hawkins, who is now serving a six-year jail sentence. Mention was made then of a mysterious "H-fee". One witness said that he assumed the fee, allegedly paid from Elders to Equitcorp, was in some way connected to the bid situation surrounding Broken Hill Proprietary in the mid-1990s, although he stressed this was an assumption.

Elders had snapped up a near-19 per cent interest in the steel and natural resources giant, in April 1988; a few weeks later, Equitcorp followed suit, buying a smaller interest which was eventually sold on to the late Robert Holmes & Court, another Australian entrepreneur.

Whatever the outcome of potential inquiries by the NCA, assuming it is eventually allowed to pursue them, the twist is Mr Elliott's assertion he has been the victim of a political conspiracy. The former Liberal party

president claims this started in 1989, before the 1990 federal election, and was designed to damage both himself and the Liberal party.

Justice Michael Foster was plainly unimpressed. In yesterday's ruling, he described suggestions that the NCA had abused its powers and deprived Mr Elliott of his civil rights as "rhetorical flourish". While the judge acknowledged that Mr Elliott "was being made, as he asserts, a political target by Labor party politicians", he also said it "would take a quantum leap to infer... that the NCA had entered into an unlawful conspiracy with politicians and the media to attack Elliott's reputation".

With that in mind, he ruled there were no grounds for a civil court to intervene in a criminal matter. "That the laying of charges against the applicants should be further delayed until the ultimate disposal

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The drama, like many of Mr Elliott's previous corporate machinations, looks set to run.

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Elliott: now charges loom

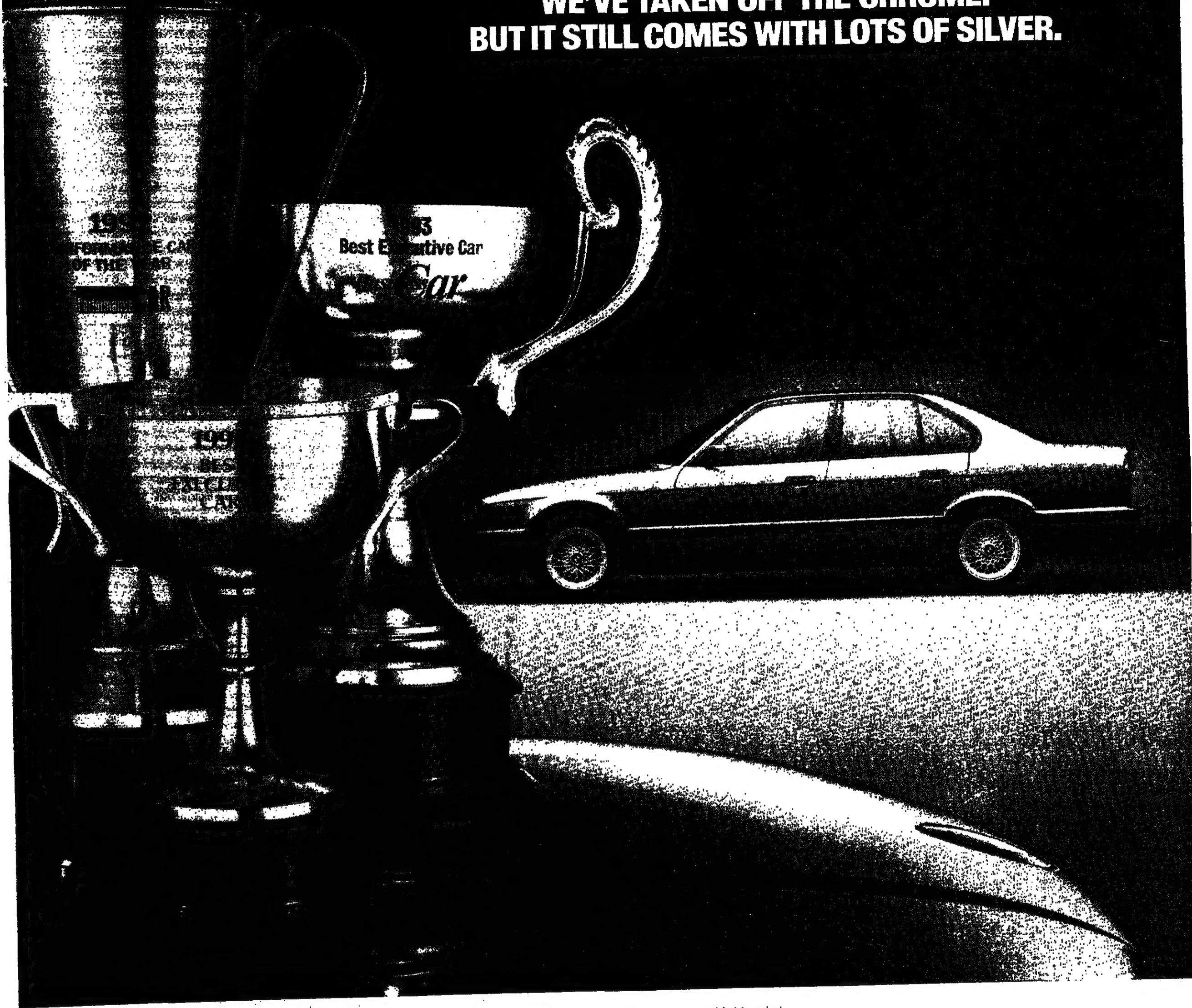
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# Congress in deadlock on gun curbs

By Jurek Martin in Washington

A chaotic conclusion to the congressional session found the US legislature yesterday still deadlocked over the emotional issue of handgun control, while handing President Bill Clinton provisional victories on several other issues.

The House narrowly voted down the bipartisan Penny-Kasich bill, which would have forced \$103bn (\$80.1bn) in extra spending cuts over the next five years, and passed the president's more modest \$37bn alternative. But the closeness of the first vote, 219-213, suggests budget-trimming has not lost steam and the proposed balanced budget amendment could pass next year.

The House also finally approved a campaign reform bill intended, mostly through voluntary compliance, to cut the cost of elections. Substantial differences, however, remain with the Senate version and the debate will be carried over into the session starting in January, with Mr Clinton urging, as he has done all year, a successful resolution.

But both chambers finally agreed on a measure extending unemployment benefits by 13 weeks to those who have used up their standard six months of eligibility. This now awaits the president's signature.

The continued stalemate over handgun control dwarfed all other issues. In the small hours of the morning, Republicans in the Senate refused to accept yet another version of the Brady bill designed to impose a five-day waiting period on handgun purchasers. Last week it had passed both

chambers in slightly differing forms and the House late on Monday night accepted the compromise version produced by a joint conference committee. This includes a five-year life for the bill, whereas the Republicans want it cut to four, as in the Senate bill.

The Republican filibuster so enraged Senator George Mitchell, all the Democratic leader, that he threatened to call the Senate back to Washington next week and to keep it in session until the bill was passed. Senator Bob Dole, the Republican leader, refused to let the bill come up without a roll call vote, knowing full well that many Senators have already left town for the holidays.

Mr Clinton, however, was guardedly confident that a deal could be struck before the year was out. Last weekend an earlier Republican filibuster was broken after the party's senators were deluged with telephone calls demanding the passage of the bill.

The extent of public pressure for tighter gun control was also evident in the announcement by Winchester, the firearms manufacturer, that it was withdrawing from public sale one of its most destructive bullets in order to protect the good name of the company. The Black Talon, it said, would henceforth only be made available for purchase by the police and military.

This is the cartridge, able to pierce bullet-proof vests and capable of impact, that had attracted the particular attention of Senator Daniel Patrick Moynihan last month. He proposed a punitive 10,000 per cent sales tax increase on it.

## US plans to unite bank watchdogs

By George Graham in Washington

The US Treasury yesterday outlined plans to consolidate the four federal bank supervisory agencies into a single Federal Banking Commission.

Mr Lloyd Bentsen, the Treasury secretary, said the proposal would carry out the administration's mandate to make the economy function more smoothly by "eliminating a confusing and duplicative regulatory structure to improve efficiency and decision-making".

Writing in the Washington Post, Mr Bentsen said the overlapping supervisory responsibilities of the Federal Reserve, the Comptroller of the Currency, the Federal Deposit Insurance Corporation and the Office of Thrift Supervision were decades out of date.

"It is a drag on the economy, a headache for our financial services industry and a source of friction within our government. It must be replaced," he said.

While the Comptroller regulates banks with a national charter, banks with a state charter are monitored by their local supervisory agencies. But state chartered banks are also supervised by the Fed if they belong to the Federal Reserve System, and by the FDIC if they do not. Bank holding companies and foreign banks also come under the Fed, while savings and loan institutions are mostly covered by the Office of Thrift Supervision.

Mr Bentsen pointed out that a bank holding company today might well include among its affiliates a state-chartered bank, a nationally chartered bank and a thrift, and come under all four federal agencies.

He said the Fed should retain its responsibilities for monetary policy and the payments system, while the FDIC should stay a deposit insurer.

The Treasury has separately thrown its weight behind proposals to allow banks to open branches outside their home states, but this measure was blocked in the Senate last week when Republicans boycotted a meeting called to draft the legislation.

Congress has finally passed a measure to provide funds for the Resolution Trust Corporation to enable it to complete the mopping up of bankrupt savings and loan institutions. A vote in the House of Representatives early yesterday morning provided \$18.3bn (\$13.3bn) for the S&L bailout. For more than a year the RTC has been unable to shut down failed S&Ls because of Congress's reluctance to approve necessary funding.

# Heart in Europe, hopes on Asia

Warren Christopher tells Jurek Martin why priorities are changing

It would be wrong to infer that Mr Warren Christopher is perturbed by suggestions that western Europe fears that the US has somehow "gone Asian". But the secretary of state does acknowledge the "perception", induced by disagreements over Bosnia, that there have been transatlantic strains over the last 10 months that need to be set right.

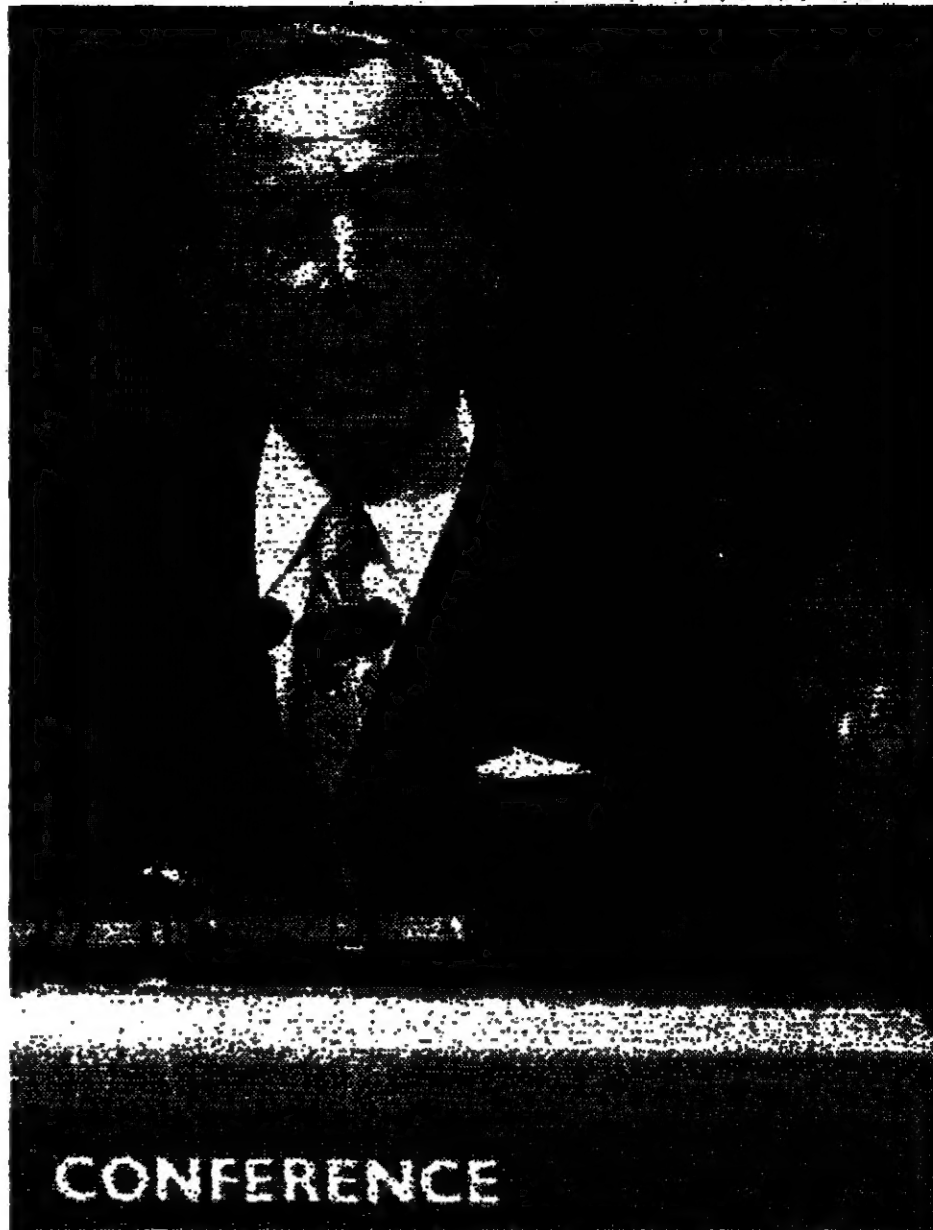
So, on Monday afternoon he invited a small group of European journalists in for consecutive chats, the first such he has given with clear intent since taking over at Foggy Bottom. Wearing his trademark dark pinstriped suit, he is, as ever, supremely courteous and if there are additional lines on his 68-year-old face there were so many to begin with that none can be said to denote particular fatigue. Sitting cross-legged on an upright chair in the Monroe Room, he fiddles a little with his black pen but only once, when asked a question about Bosnia, does he fleetingly refer to the briefing file on his lap.

The message - that Europe "remains at the centre of our concerns" - is hardly new, though the need to repeat it is intriguing. Succinct opening remarks point out that of the six underlying principles of US foreign policy, the first three - global growth, Russia and European security - directly involve the continent, as does the sixth, a whole host of other "global issues".

President Bill Clinton, Mr Christopher notes, is going to Europe three times next year - for the Nato summit in Brussels and on to Moscow in January, for the 50th anniversary of the Normandy landings in June and for the Group of Seven industrial nations' summit in Naples in July. A fourth trip is also understood to be under consideration.

Mr Christopher says it has been "unfortunate that attempts to find a solution to the as yet insoluble Bosnian problem have contributed to the perception" of disagreement. But, he insists, the US "will carry out our obligations and take into account our vital interests".

In the Balkans, these are "containing the conflict" so it



Warren Christopher: seeking to get the right balance in a post-cold war world.

does not spread south to Kosovo and Macedonia; humanitarian relief; and, if necessary, a large US military contingent to help enforce any "consensually agreed" settlement.

"There are many in Washington, including perhaps the secretary of state himself, who believe Congress will never give such approval if asked. All he will say is 'we do not feel that we have sufficient

national interest in order to put the 100,000 troops into Bosnia that we believe would be necessary to compel a settlement between the parties'."

But he was unrepentant about an earlier comment that he thought Washington had been too eurocentric for too long. This was "a recognition of the reality of the cold war period". Equally, "the primacy of opportunity for the US in Asia is a statement of fact."

This was of minimal concern to him since US international relations are "not a zero sum game", in which the focus on Asia inevitably meant a "derogation" from Europe. It was only the accident of the G7 calendar that sent Mr Clinton to a summit in Tokyo and then to South Korea and perfectly logical for him to follow this up with the Apec session in Seattle last weekend and meetings this week with President Kim

Young-sun of South Korea and President Fidel Ramos of the Philippines.

But there was nothing wrong now with transatlantic communications at the highest level, he said. "If you look ahead to one month from now, as Gatt comes to the end game, or eight months from now, after the G7, you'll see there has been much communication between us."

On Nato, for which he is full of praise, he makes the diplomatic point that the US thinks it important to "reach out" to the countries of eastern Europe and to "incorporate them into Nato's structures in such a way that it is healthy for them and healthy for Nato itself". Above all, Bosnia should not be construed as "a failure of Nato".

He also brushes off questions about tension between the US and the UN leadership of its secretary general, Mr Boutros Boutros Ghali, only acknowledging "differences of emphasis" over Somalia in the now abandoned pursuit of faction leader General Mohammed Farah Aided.

The UN "faces a tremendous agenda with limited resources", and "we remain highly supportive" of the institution.

Individual European countries also get high praise, particularly Germany. Disagreement over trading with Iran should not disguise "the overriding reality of friendship and support" between Washington and Bonn. Relations with France were "so much broader" than disagreements over trade, though he adds bluntly: "Blair House (the EC-US agricultural pact) will not be renegotiated." The politics of Italy are for the Italians themselves to decide. In the aggregate a whole host of political, economic, investment and cultural connections are too deep to be dismissed.

Mr Christopher crosses the Atlantic himself next week, en route to the Middle East. He will attend the Conference on Security and Co-operation in Europe meeting in Rome and European Union, Nato and Gatt talks in Brussels. He does not expect the sort of trouble he encountered last spring on his ill-fated Bosnian mission.

## Dominican Republic debt cut plan agreed

By Stephen Fidler, Latin America Editor

The Dominican Republic's bank creditors have committed themselves to an agreement that will cut the country's bank debt in half. The accord requires approval by the country's congress. If this is forthcoming next month, the agreement could be completed by February, said Mr David Hillon of the Bank of Nova Scotia, which heads the country's bank advisory committee.

Banks were offered the choice of exchanging every dollar of debt either for 25 cents in cash in a buyback, for concessional 30-year bonds carrying a 35 per cent discount to face

value, or for bonds to reduce interest payments. The accord covers \$775m (\$520m) of debt and \$265m of interest arrears.

The government intends the banks' choices should in total reduce debt 50 per cent, and that has now been achieved. Some 35 per cent of the debt will be submitted for cash, and the rest will be exchanged for discount bonds. The discount bonds, paying interest at 8 per cent over Libor, will carry collateral guaranteeing repayment of principal and 12 months of interest.

Some six to 10 banks have not yet committed themselves to the agreement, but the number is not sufficient to hold up the accord, Mr Hillon said.

and a spokesman for an important industrial association. "Investors are on stand-by," commented Mr Alejandro Salas, a Venezuelan business consultant who works with domestic and international companies. "At best, we're stagnating this year, and we could have negative growth."

Part of this is because petroleum exports, which account for most of Venezuela's foreign income, have been hurt by weak international oil prices. Political turmoil during the year - including the removal of an elected president, a wave of unexplained bombings and concern over a possible military uprising - has damaged investor confidence in many sectors.

On the positive side, Venezuela has been able to maintain strong international reserves as the central bank kept interest rates high. Reserves at the end of October were \$12.6bn, down 2.9 per cent from year-end 1992 and equivalent to just over a year of imports.

Unemployment has also fallen this year - to 6.9 per cent at end-June from 8.4 per cent a year ear-

## Clinton offers to hold talks with N Korea

By George Graham in Washington

President Bill Clinton yesterday offered North Korea the prospect of talks on "a thorough, broad approach to the issues that divide us".

"If it abandons its nuclear option and honours its non-proliferation commitments the door will be open on a wide range of issues," Mr Clinton said after discussing this strat-

egy with South Korea's President Kim Young-sun at the White House.

While Mr Clinton reaffirmed the US's "unyielding commitment to South Korea's security", the approach he outlined offers a somewhat more placatory approach to Pyongyang. Mr Kim said Mr Clinton had promised him that there would be no withdrawal of US troops from South Korea.

Mr Clinton's new approach

resembles in some respects the Vietnam "road map" adopted by the Bush administration in which co-operation by the Vietnamese government in bringing peace to Cambodia and in resolving questions about missing US servicemen was tied to a phased reduction in US restrictions on economic and diplomatic links.

Besides offering specific short-term concessions, such as the cancellation of this

year's Team Spirit joint US-South Korean military exercise, in exchange for North Korea's agreement to allow international inspection of its nuclear programme, the US is expected to indicate the longer-term gains North Korea could expect if it continued to co-operate with efforts to halt any military nuclear programme it might have.

Foreign policy experts outside the Clinton administration

acknowledge the need to negotiate with North Korea, if only to build support among other countries for tougher measures should the need arise.

They warn, however, about the danger of making concessions just to persuade North Korea to remain a member of the Nuclear Non-Proliferation Treaty, while doing nothing about suspect sites believed to be part of a secret nuclear programme.

# Growth dive adds to political jitters in Venezuela

Joseph Mann on stagnation in one of the world's fastest-growing economies - and in an election year

Venezuela's economy, which between 1990 and 1992 posted one of the world's highest growth rates, has gone into a steep decline in this, an election year.

A combination of weak international oil prices, political upheaval and the uncertainties posed by national elections on December 5 slowed real gross domestic product growth during the first half of the year to a negative 2.3 per cent compared with the first half of 1992.

Some government officials are predicting full-year 1993 growth of about 1 per cent - compared with 7.3 per cent in 1992 and 10.4 per cent in 1991. This is well below official estimates of 2-4 per cent growth made a few months ago, and 5 per cent at the beginning of the year.

Even this may be optimistic. Many businessmen in Venezuela are expecting worse results. "To be sincere, I don't think we'll see any positive growth this year at all," said Mr Rafael Alfonso Hernandez, executive director of Alfonso Rivas, a large processed food company,

and a spokesman for an important industrial association. "Investors are on stand-by," commented Mr Alejandro Salas, a Venezuelan business consultant who works with domestic and international companies. "At best, we're stagnating this year, and we could have negative growth."

Part of this is because petroleum exports, which account for most of Venezuela's foreign income, have been hurt by weak international oil prices. Political turmoil during the year - including the removal of an elected president, a wave of unexplained bombings and concern over a possible military uprising - has damaged investor confidence in many sectors.

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Caldera: leads the pack but ambiguous on economic policy

lier, but that is likely to worsen next year as many companies - including the state oil company PDVSA - reduce personnel.

Inflation though could rise to 40 per cent or more this year, in part

because of a 10 per cent value added tax that came into effect on October 1 as part of the government's effort to close its fiscal deficit. Even before the tax took effect, many retailers raised prices sharply.

The government has little room for manoeuvre. Lower oil prices have cut tax remittances by PDVSA and the central government is so low on funds that it is postponing tens of millions of dollars in payments to local suppliers until 1994.

Meanwhile less than two weeks before the presidential, congressional and state elections, it is still far from clear who the next president will be or what economic policies he will advance.

"There is considerable willingness among Venezuelans and foreigners to invest," Mr Salas said. "A lot of projects are waiting for the elections to provide some clear policies for the future." While private investment remains active in some economic sectors, especially among foreign telecommunications companies, it is generally down from 1992.

The four leading presidential candidates have said they would deal with key problems such as the government's fiscal deficit, inflation, high real interest rates, external debt, falling public services and demands for higher wages by public sector employees. So far they have

been short on specific policies.

Former president Rafael Caldera, 77, leads the pack of 18 candidates in virtually all public opinion polls. He has expressed strong opposition to free-market reforms initiated nearly five years ago. However, in meetings with international investors outside Venezuela, the ex-president's advisers have suggested that a Caldera government might maintain some reforms and would encourage private investment.

The other main candidates, in order of public support reflected in the polls, are Mr Oswaldo Alvarez Paz, 50, a former state governor who is standing for the Christian Democrat Copel party; Mr Andres Velasquez, 40, a labour leader and state governor who represents the leftist Radical Cause party; and Mr Claudio Ferrniz, 43, a former mayor of Caracas who is the candidate for the Democratic Action party.

Both Mr Alvarez and Mr Ferrniz argue that market reforms, among others, must be continued in Venezuela. Mr Velasquez offers a mix of pro- and anti-reform policies.

Pollsters say that a large number

of potential voters (perhaps as many as 35-40 per cent) are still undecided or are "soft", that is, they could change their preference by election day.

The last days of the campaign have been complicated by renewed rumours of a coup d'état, and by a military investigation of the secretary general of Radical Cause. The military have accused Mr Pablo Medina, a member of Congress and long-time leader of the party, of receiving a cache of automatic weapons stolen from a Venezuelan army base last year, and want to court martial him as an accessory to military rebellion. Mr Medina and his party deny the charges, saying the armed forces and others are trying to damage his party's image soon before the election.

Radical Cause, whose members include former Marxists, is expected to obtain a significant share of protest votes next month and to win an important block of congressional seats. In Venezuela's confused political atmosphere, it is not clear whether the charges will hurt the party or pull in more votes.



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## NEWS IN BRIEF

## Siemens and ABB expand eastward

Siemens and Asea Brown Boveri, two of Europe's biggest engineering groups, have announced joint ventures in Russia and China respectively as they seek to expand their presence in fast-growing markets, writes Andrew Baxter.

Siemens is taking a 31 per cent stake in Moscow-based Interatomatika, which will handle the engineering, sales and marketing of its instrumentation and control (I&C) equipment for fossil-fuelled power stations.

ABB has reached agreement with Beijing-based Beijing Electric Plant to make digital converter equipment for electrical drives. The venture will be majority owned and managed by ABB.

The importance of the Asian market was underlined yesterday by GEC Alsthom, the Anglo-French engineering group, which has won a turnkey contract of about \$250m to build a 2x1000MW coal-fired station for PLN, the Indonesian power generator.

It has also signed a \$900m (£134m) contract with Power Grid Corporation of India to supply a turnkey high voltage direct current converter station to link the western and southern regions of the country's electricity networks.

Rolls-Royce and Westinghouse have announced the first order for their new power generation package based on the industrial version of the Trent aero-engine. Polsky Energy has signed a letter of intent for the package for use in Quebec, Canada.

## VW and Thyssen join Vietnam queue

Volkswagen and steelmaker Thyssen of Germany have made a joint proposal to make cars and components in Vietnam, Reuters reports from Hanoi.

Vietnam's heavy industry minister, Mr. Tran Lam, said, Renault, Peugeot, Mercedes-Benz, Chrysler, General Motors, Toyota and Mitsubishi had also shown interest. South Korea's Daewoo is also understood to have made proposals.

The attractions of Vietnam are government policy increasingly geared to foreign investment, cheap labour and a market of 70m people currently moving from the bicycle to the motorcycle as their main means of transport, with car ownership growing.

Vietnam has three motor plants - a Japanese-South Korean company assembling four-wheel-drive cars, a joint venture between Mekong and Fiat's Iveco making trucks and buses, and a Philippine-Vietnamese concern making Mazdas and Kias.

Mr. Martin Posth, VW board member responsible for Asia, said the plan was to start by manufacturing about 2,000 semi-knockdown cars a year, then start construction of complete knockdown cars. Local content would increase and workers would get more advanced training.

## Kuala Lumpur tower contracts awarded

Japanese and South Korean companies have won the main share of multi-million-dollar contracts to build two 88-storey towers in the centre of Kuala Lumpur, Kieran Cooke reports.

The Kuala Lumpur City Centre Company, in charge of building what will be two of the world's tallest structures, awarded separate contracts, each worth \$346.7m (\$188m), to groups led by the Hazama Corporation of Japan and Samsung of South Korea.

Otis of the US has been awarded a \$514m sub-contract to supply 29 double-deck lifts and nine single-deck lifts for each of the towers.

## Greek shipping line orders ferries

By Karin Hope in Athens

Minoan Lines, Greece's largest passenger shipping operator, has placed a Dr\$80m (\$182m) order for two ferries with Fosen MEK Verkester, the Norwegian shipbuilders.

Minoan, based on Crete, wants more capacity for larger vehicles on its main route between Greece and Italy and to cut the journey time to less than 24 hours.

The Adriatic crossing has become the main link with

## US industry fears missing out on deal

## Kantor-Brittman talks go into second day

By Nancy Durine in Washington

US industry lobbyists waited anxiously yesterday as talks on the Uruguay Round between Mr. Mickey Kantor, US trade representative, and Sir Leon Brittan, the EU trade commissioner, went into a second day.

All that has emerged so far is an enigmatic announcement that Sir Leon would be meeting President Bill Clinton for a 10-minute "photo opportunity" and, a polite disagreement between the two sides over whether Mr. Clinton had invited Sir Leon or vice versa.

Indications are that on agriculture the US might consider attaching a side letter to the controversial Blair House accord to "clarify" the deal in a way that might satisfy French objections. There was also the possibility of technical changes in the process of converting quotas to tariffs which might help ease the stalemate.

Mr. Harry Freeman, head of the MTN Coalition, which aims to lobby a Gatt deal through Congress, said: "With a Gatt deal creeping up fast, industry

groups are getting quite fearful of being left out at the end of the day."

Unlike the North American Free Trade Agreement, which most of industry supported, this one will produce winners and losers. There are domestic groups which want stronger anti-dumping laws, and exporters who want them weakened. The retailers' interests are at odds with the textile and apparel industries. Those which want tariffs phased out may find their products taken off the table.

One of the most prominent lobbyists, Mr. Jack Valenti, a former presidential speechwriter and long-time head of the Motion Picture Association, was demanding an audiovisual agreement which would free new television technologies from EU restrictions and guarantee equal treatment for foreign and domestic films and television programming.

Mr. Valenti hinted at a willingness to compromise on the EU's current voluntary quota system for television programmes. An EC-proposed standstill on protection might

be acceptable, he said, "because only the French, Italians and Spanish have any quotas, and only four or five other countries have them in the rest of the world."

However, still angry about French rejection of a US cartoon network, Mr. Valenti insisted that no limits would be acceptable on fibre optic satellite-delivered programmes and other forms of pay television.

Another issue on the agenda, market access, was getting close scrutiny from the Semiconductor Industry Association, which has long sought an elimination of electronics tariffs against EU opposition. The SIA saw its hand strengthened last week when 10 of the 14 Asian-Pacific countries, including South Korea, agreed at last week's Seattle summit to support duty-free status for electronics providing there were "comparable commitments from our trading partners".

The SIA has the support of the European counterpart for "improvements" in the current negotiating draft on intellectual property rights.

## Satellite operator's sell-off will make a world of difference

By Daniel Green

The international commercial satellite industry is on the verge of a transformation, thanks to a plan by Inmarsat to turn itself from a quasi-public sector satellite operator into a private-sector company.

Inmarsat has assets of \$1bn (£500m) and annual sales of almost \$400m, which have been rising since the 1980s at more than 20 per cent a year. If it succeeds in re-inventing itself it would be a powerful rival in the private sector to the likes of Motorola, the US electronics company, in the race to create a global mobile satellite network for portable telephones by the end of the century.

The plan, revealed last month, is that the organisation's 70-plus partners - the world's telecommunications companies and authorities including British Telecom and France Telecom - should be able to trade their holdings.

It sounds simple, but it would mean a profound change in the way the organisation works.

Inmarsat is the Cinderella of the satellite and telecommunications industries. It was cre-

Inmarsat has assets of \$1bn and annual sales of almost \$400m, rising since the 1980s at over 20 per cent a year.

ated by inter-governmental treaty in 1978 to plug a gap in the fast-growing world of satellite telecoms: the provision of telecommunications services to ships, especially those from poorer countries which could not afford to offer even emergency satellite links.

This public-service duty has since been eclipsed by the explosive growth in mobile telecommunications. Inmarsat's sales have almost quadrupled in the space of five years as it has expanded into portable satellite communications for emergency services, the media and airlines.

Inmarsat's partners believe there is huge value locked up

in their holdings. "Substantially more than the [\$1bn] asset value", says Mr. Bruce Crockett, chairman of Comsat, the publicly quoted US company, which is the biggest stakeholder in Inmarsat with 25 per cent.

There is also a pressing commercial need for Inmarsat to distance itself from its partners. Many of them are state-owned, non-profit organisations, and private-sector companies are trying to exclude Inmarsat from sectors in which they compete.

Inmarsat's assailants, led by Motorola, have a point. Thanks to the inter-governmental treaty and the links with its partners, Inmarsat has tax and regulatory advantages over the private sector.

In the past this has mattered little because only Inmarsat used satellites and offered a single global network.

But Inmarsat's monopoly is being challenged by Motorola and other large US electronics companies. They all want to create their own global mobile telecommunications services, based on satellites, and they argue that Inmarsat in its present form would be an unfair competitor.

Inmarsat recognises the threat to its operations, and is

prepared to rise to the challenge. Its director-general, Mr. Olof Lundberg, says: "If we are going to join the commercial world, we need a new set of attitudes. We need to remake ourselves. Several groups are now preparing to tackle us head on."

But time is short. Motorola's consortium has already raised \$100m in cash and another \$700m in pledges as the first stage in financing its mobile satellite telephone project, called Iridium.

Inmarsat will propose what will in effect be its privatisation in the first quarter of 1994 and, if all goes to plan, begin the process in the final quarter.

Others may follow. Inmarsat has a sister organisation, Washington-based Intelsat, and a pan-European cousin, Eutelsat. Their structures are much the same as Inmarsat's.

Intelsat and Eutelsat do not face the same pressing need to change. Nevertheless, they will be closely watching Inmarsat's progress.

If they decide to follow, the world of telecommunications will be changed beyond recognition as buyers of telecommunications services find a new group of suppliers knocking at their doors.

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## Cost of house loan lowest for 15 years

By Andrew Taylor,  
Construction Correspondent

The cost of monthly mortgage repayments, on loans to buy a home, in relation to average earnings has fallen to the lowest level for 15 years following yesterday's interest rate cuts.

Nationwide, Britain's second largest building society (home loans and investment institution) reduced its mortgage rate by 0.25 per cent to 7.74 per cent.

The last time the mortgage rate was this low was in 1988.

As a result, monthly mortgage repayments as a proportion of first time buyers' average monthly income is expected to fall to below 13 per cent for the first time since 1978 - when repayments accounted for under 12 per cent of average earnings.

At the peak in 1990, first time buyers were spending more than a quarter of their monthly income on mortgage repayments, according to figures compiled by the Council for Mortgage Lenders and the Environment Department.

The figures take account of house prices, which have fallen sharply in recent years, as well as movements in salaries, interest rates and mortgage tax relief.

Yet, in spite of the decline in prices and mortgage interest rates, the UK housing market remains at a low ebb.

Sales this year are likely to have risen by about only 5 per cent from last year's low of 1.14m, according to figures based on legal contracts for home purchase published by the Inland Revenue. This compares with about 1.5m transactions in average year and a peak of 2m sales in 1988.

Average house prices which have fallen by up to 30 per cent in East Anglia and southern England since the late 1980s are forecast to have recovered by about only 2 per cent this year by Halifax, Britain's biggest building society.

Fear of unemployment and concern about the state of the economy is continuing to inhibit potential house buyers and depress prices, say mortgage lenders, house builders and estate agents.

The rate of general inflation, which progressively reduced the real cost of mortgage repayments while increasing the value of borrowers' homes, has fallen since the 1970s and 1980s reducing the financial advantages of home ownership.



A policeman leads a witness away from a garage near Manchester after two Department of Transport investigators were shot dead by a man with a shotgun. The officials were thought to be investigating part of Britain's \$2m a year trade in false vehicle test certificates. Motor traders offered a \$25,000 reward for information. Stolen 'Mot' certificates can fetch up to \$80 each.

## Tax fears are 'all in the mind'

By Clive Cookson,  
Science Editor

Psychologists yesterday added their voice to the clamour of pre-budget advice to the chancellor. The psychological impact on consumers of an extra penny or two on income tax would be acceptable, they said, but an extension of VAT would not.

In its first ever budget briefing, the British Psychological Society said the chancellor of the exchequer's priority in next Tuesday's Budget should be to bolster consumer confidence, so that the UK continued to pull out of recession, while at the same time tackling the government's \$50bn budget deficit.

"People would be very worried about any zero-rated goods getting VAT because they are uncertain about how indirect taxation affects them," said Professor Cary Cooper of the University of Manchester.

"But most people realise there's a big budget deficit and they would accept one or two pence on income tax because they understand better how direct taxation affects them - it would give them a better sense of control." The BPS said City opinion would be more receptive to an extension of VAT to some items.

## GM unit wins Europe's top outsourcing deal

By John Whinnery,  
Public Policy Editor

The contract for operating the UK government's Inland Revenue computers that process data for income tax and corporation tax has been awarded to EDS-Scicon, a subsidiary of General Motors.

This is the first time that a government has contracted out the data processing of confidential tax information, though EDS already processes sensitive data for the US Defence department.

The company will be required to carry out all processing of confidential information in the UK. Access to the information will not be allowed from outside the UK.

The contract is said by the Inland Revenue to be worth "well over \$1bn over the next 10 years", which will make it Europe's largest data processing outsourcing deal.

The decision to award the contract to a US company was criticised last night by the IRSP tax staff union. Mr Clive Brooks, union general secretary, said it was regrettable that the staff had not been allowed to make a bid to provide the service.

Subject to the successful conclusion of discussions over the details of the contract, some 2,000 government administration staff in the Revenue's Information Technology Office will begin the transfer to EDS-Scicon in April 1994.

The transfer is expected to be covered by the Transfer of Undertakings (Protection of Employment) 1982 regulations. Government service terms and conditions will therefore be preserved for staff who transfer.

The Revenue expects that a "strategic partnership" with

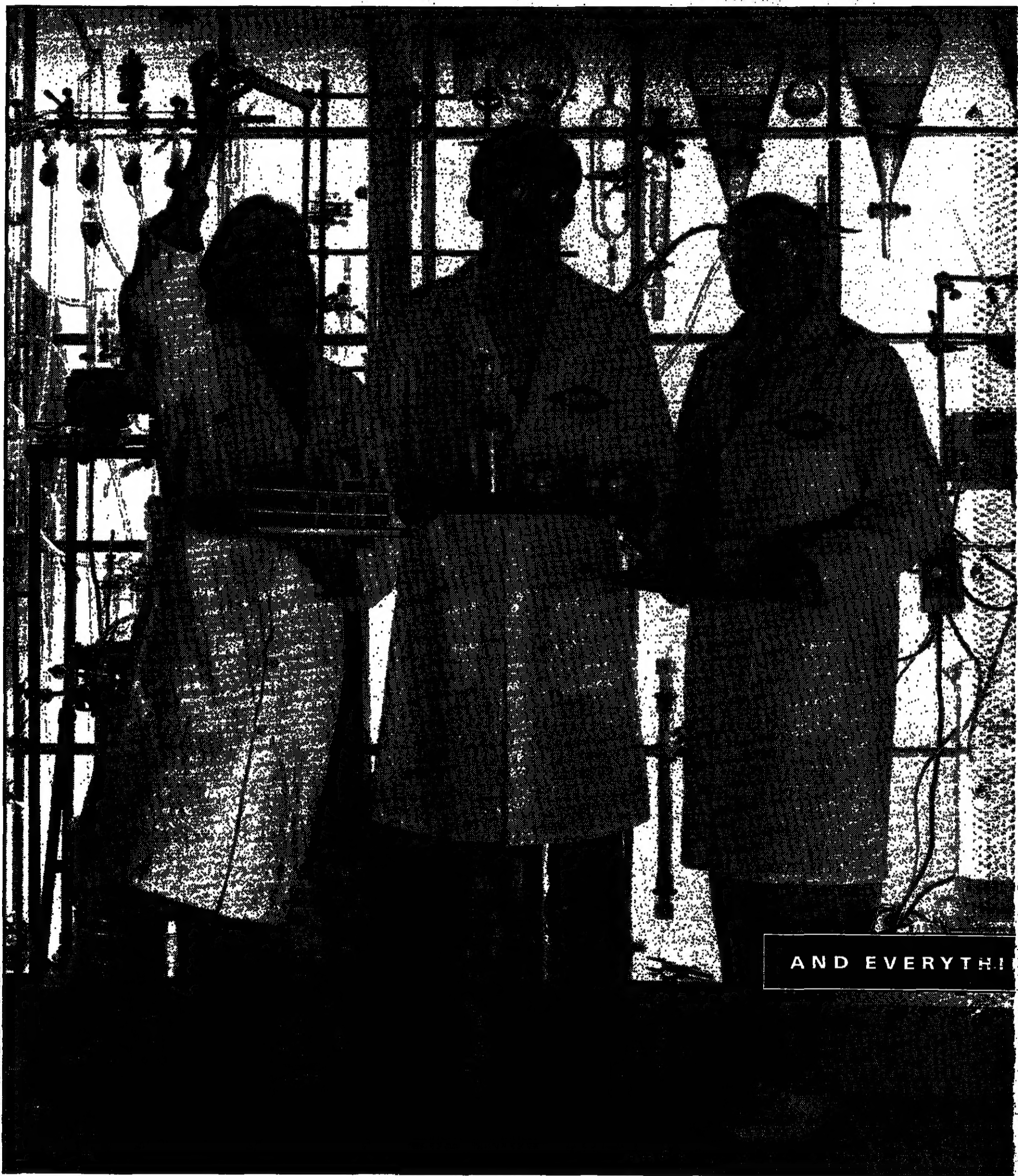
EDS will make it easier to upgrade the department's computer operations using new systems development techniques.

This will make it easier to change the tax system over the next decade with the arrival of self-assessment, assessment of all tax on a current year basis and the abolition of separate tax schedules.

The department is reorganising its operations to improve customer service in part by making a single tax office responsible for each taxpayer. Bulk clerical and processing work will be concentrated in large regional back offices.

EDS has also won a five-year contract to provide IT services for the new parking enforcement regime in London, under which the capital's local boroughs are responsible for enforcing restrictions and collecting fines from motorists.

## From chemistry to candy bars, more global co



AND EVERYTH!

## Guerrilla war over heart of the party

Deep in the bowels of Westminster, a guerrilla war is raging. The outcome will show how far the Conservative party has recovered from the deep divisions of the Maastricht debate. Some Tory MPs say it could even determine the future of Mr John Major's government.

The conflict has little to do with the legislative programme or the debate over the contents of next week's Budget. It is far more important than that.

The battleground is the annual elections, due tomorrow for the executive of the 1992 committee, the backbench (rank-and-file) organisation which represents all Conservative MPs who have failed to find, or have lost, a place in the government.

The battle lines are clear cut. On the right stands the Thatcherite 92 group which provides a ideological home for the party's Eurosceptics, hard-line free marketeers and social conservatives.

On the left stands the newly formed Mainstream Group which comprises a mixture of social liberals, economic interventionists and enthusiasts for the European Union.

Mainstream regards itself as a "loyalist" group, seeking to ease pressure on the prime minister from the sometimes caustic 92 Group.

Traditionally, the 18 strong executive of the committee has sought to act as a conduit to Downing Street and the prime minister for the views of both wings of the parliamentary party. But the traditional role required a fragile balance between left and right.

The balance began to break down in 1989, when Sir Anthony Meyer, an MP on the party's left, stood against Mrs Margaret Thatcher for the leadership of the party. Sir Anthony lost heavily. But the election precipitated a more serious challenge from Mr Michael Heseltine, which led to Mrs Thatcher's replacement by Mr Major.

The right, which had dominated the party throughout the 1980s, extracted its revenge in

## Kevin Brown previews a vital vote for the '22

last year's elections for the 1992 committee executive, when candidates backed by the 92 Group swept the board.

But leftwingers are crying foul. They say the right cheated by enlisting candidates before the 1992 election and used its power on the committee to misrepresent the balance of opinion in the parliamentary party.

This year, the left is better organised. The long-standing Loyalist group has joined hands with the pro-Brussels Positive Europe group to field a single Mainstream slate.

On paper, the Mainstream group has about 100 votes, compared to about 90 for the 92 Group. Observers say the ideologically focused 92 Group can probably rely on most of its members to follow voting instructions. But the less cohesive Mainstream group has found it difficult even to produce an agreed slate.

On the other hand, Mainstream can count on the votes of many of the 60 or so parliamentary private secretaries - unpaid assistants to ministers - who are entitled to vote.

Ministers deny rightwing claims that Downing Street has organised a discreet campaign to corral the PPS vote. But there is little doubt that most of the PPSs will vote for candidates regarded as loyal to the government.

A victory for the Mainstream group would be a significant boost for Mr Major. But it might not end the simmering Tory civil war, especially if the result is not clear cut.

"We have never been more divided in our history than we are at the moment. We are trying desperately to get over it," said one prominent backbencher. But if the right loses and turns into a sort of detached rump, they will not only split the party, they will destroy it."

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27/11/93



## NEWS: UK

## Bankers face class in ethics

By Alison Smith

Banking ethics should be taught as a separate subject in professional training courses, to counter the competitive and commercial pressures facing bankers, Mr Laurence Sturman, the banking ombudsman, said yesterday.

Mr Sturman highlighted the pressure to "oversell" insurance products, because the commission was very profitable. This was, he said, only one example of the increasingly competitive environment which led him to believe that banking ethics should be taught as a formal subject in order to underpin the code of banking practice. The code is currently being reviewed.

But Mr Sturman said also that the numbers of new complaints against banks in the year to September showed signs of levelling out.

## Unionist blow to joint peace plan

David Owen in parliament on the Ulster debate

Mr James Molyneux last night dealt a serious blow to the Major-Reynolds peace initiative, warning that efforts to persuade Dublin to drop its territorial claim over Northern Ireland were probably doomed.

But the Ulster Unionist party leader coupled this with a surprisingly upbeat assessment of the prospects for agreeing a form of devolved government for the province.

Downing Street welcomed Mr Molyneux's support for efforts to agree new government structures for the province but would make no direct comment on his criticism of the Major-Reynolds initiative.

It said its discussions with the Irish government would continue.

Mr Molyneux's strongly worded Commons statement came as Mr John Major - who yesterday discussed the situation in the province with cabinet colleagues - signalled his determination to agree to and its use of violence for good.

"There do seem to be some suggestions that the IRA may be thinking about an end to

violence," the prime minister told MPs, in his first public acknowledgment of the possibility of such a change in the terrorists' thinking.

Intelligence reports seen by Mr Major - who will today meet Rev Ian Paisley, leader of the hardline Democratic Unionist party - have supported the view that Mr Gerry Adams, leader of Sinn Féin, the political wing of the IRA, may be ready to call a halt to the violence. This has in turn raised hopes that the IRA's traditional Christmas ceasefire might offer an opportunity for a more durable cessation.

Mr Molyneux told MPs that the British and Irish governments appeared to have made "no progress whatever" in their talks on Dublin's territorial claim over the province.

He said there was no reason to question the judgment of Mr Albert Reynolds, the Irish prime minister, that he would be defeated if he submitted this claim to a referendum in the republic.

"Nor should anyone assume that the approval of his electorate would be given in return for a British surrender to the demands of Mr Adams."

He went on: "The disastrous juxtaposition of discussions on political progress with the price demanded by the IRA in return for a halt to murder means in effect that Her Majesty's government is being required to do a deal, not with Mr Reynolds, but with Mr Adams."

"No amount of diplomatic verbiage can conceal that uncomfortable fact that Dublin is merely the conduit."

## Britain in brief



## Simpler deal sought on BCCI debts

The liquidators to the Bank of Credit and Commerce International are to push for a far simpler agreement on behalf of creditors with the government of Abu Dhabi, the majority shareholder in the bank.

In a statement issued yesterday, the liquidators from accountants Touche Ross in London said they would be pursuing a number of "parallel strategies" following rejection of their plans by the Luxembourg courts.

It said: "In particular, the liquidators intend to seek to re-establish a dialogue with Abu Dhabi with a view to determining whether any new plan can be developed for the benefit of BCCI creditors."

## Fund-raisers return to No10

The crisis in the Conservative party's finances has forced Mr John Major to drop a self-imposed ban on entertaining elite groups of past and potential donors at 10 Downing Street.

After a warning from party treasurers that it has virtually no money to fight next year's European and local elections, Mr Major is hosting a series of dinners at Downing Street for wealthy corporate and individual contributors.

## Taylor quits England job

Six days after England beat San Marino 7-1, but still failed to reach the World Cup Finals in the US, manager Graham Taylor resigned.

British bookmakers installed Howard Wilkinson, who took Leeds to the league title two seasons ago, as the clear favourite for the full-time job. Among other contenders are Kevin Keegan, a former England star who is now in charge at Newcastle, Aston Villa's Ron Atkinson, Gerry Francis of Queens Park Rangers and Steve Coppell, former manager of Crystal Palace.

## Birmingham hits back

Birmingham City Council, wriggling under the charge that it has spent too much on international facilities and not enough on education, counter-attacked with the publication of a calculation that these facilities support 16,800 jobs in the West Midlands.

The calculation is contained in the summary of a report commissioned from KPMG Peat Marwick, accountants, which considers the local and regional economic impact of the National Exhibition Centre, the International Convention Centre and the National Indoor Arena.

## M-ways plan to cost much more

A government programme to widen 600 miles of Britain's motorways is expected to cost nearly twice the original £3.4bn estimate and will not be able to tackle the most congested motorways first. Financial and environmental constraints will mean that some stretches cannot be designed to meet forecast traffic demand and some projects will have an expected life of just 15 years instead of the normal 40 years.

These are among the findings of a highly critical report by the National Audit Office, which reviews government spending programmes.

## Regulator to probe net book

A surprise decision to re-examine the net book agreement, which governs the retail price of most books sold in the UK, was announced yesterday by the Office of Fair Trading.

Sir Brian Carsberg, director general of fair trading, said that it was more than 30 years since it was ruled that the agreement did not operate against the public interest.

Because of changes in the economics of publishing in that time Sir Bryan said: "We must now consider the possibility that the court would reach a different judgment today on the effects of the agreement." The OFT allows publishers to decide to offer their books for sale at a minimum net price.

## Schools ahead of colleges

Schools still appear to deliver a higher standard in academic exams than sixth form colleges, according to government A-level figures.

But the complete data on all the A-level exams taken in the state sector, available for the first time, shows that deprived areas are capable of strong academic performance. Sheffield produced the strongest results in the country.

## Jeans jobs for Ulster

American jeans maker Lee is to recruit an extra 100 workers in Northern Ireland as part of a £4m expansion plan, it was announced today.

The company, which employs 473 people in the province, makes jeans under the Lee, Wrangler and Maverick labels for the European market at plants in Londonderry and Newtownards, Co Down.

The investment, which is backed by the government's Industrial Development Board, was "further recognition by a major US corporation of the competitive advantages of Northern Ireland as a cost-effective manufacturing location", said Ulster industry minister Robert Atkins.

## BT operators in strike ballot

BT's 9,078 operators working in telephone exchanges begin a postal ballot today on whether or not to support industrial action against the company's plans to reduce and withdraw allowances for night and weekend working, holidays and international work. Voting is due to close on December 15.

## Safety record best ever

The number of deaths from accidents at work in the UK is the lowest on record the Health and Safety Executive reported. The commission's annual report said 430 people had died in workplaces in the year to March 1993 compared with 473 in the previous 12 months.

The rate of fatal accidents within the UK has also fallen for the third year running. It is expected to be 1.3 per 100,000 employees this year, less than a quarter of that at the beginning of the 1980s and half that of the early 1970s.

## Sabotage is threat to data

Deliberate sabotage by disgruntled employees is the biggest threat to a company's information systems and the hardest to combat, according to a survey sponsored by the Department of Trade and Industry and International Computers.

The survey of 54 of the UK's largest companies revealed that a quarter have had their data security breached but only one in 10 have comprehensive insurance cover. Computer fraud, hacking and other security breaches are estimated to cost UK business more than £1bn a year.

## Waste levy can be 'justified'

A new levy which would sharply raise the cost of putting waste in landfill - licensed rubbish dumps - could be justified on environmental grounds, a report commissioned by the government suggested. A subsidy for incinerating waste might also be justified, the report says and some incineration schemes can be used to generate energy, reducing the role of coal-burning power stations which pollute the atmosphere.

## ITV ownership code imminent

The ITV companies will find out at 8.30am today how the government proposes to change the ownership rules governing the ITV companies.

In an echo of the announcement of new franchises by the Independent Television Commission the government will make its intentions clear by fax. The liberalisation will allow some of the large ITV companies to take each other over and could lead to the launching of immediate bid battles. Carlton Communications, holders of the London weekday licence is expected to launch a bid for Central, the second largest company in which it has a 20 per cent stake. Granada will move against either Central or London Weekend in which it already holds 20 per cent.

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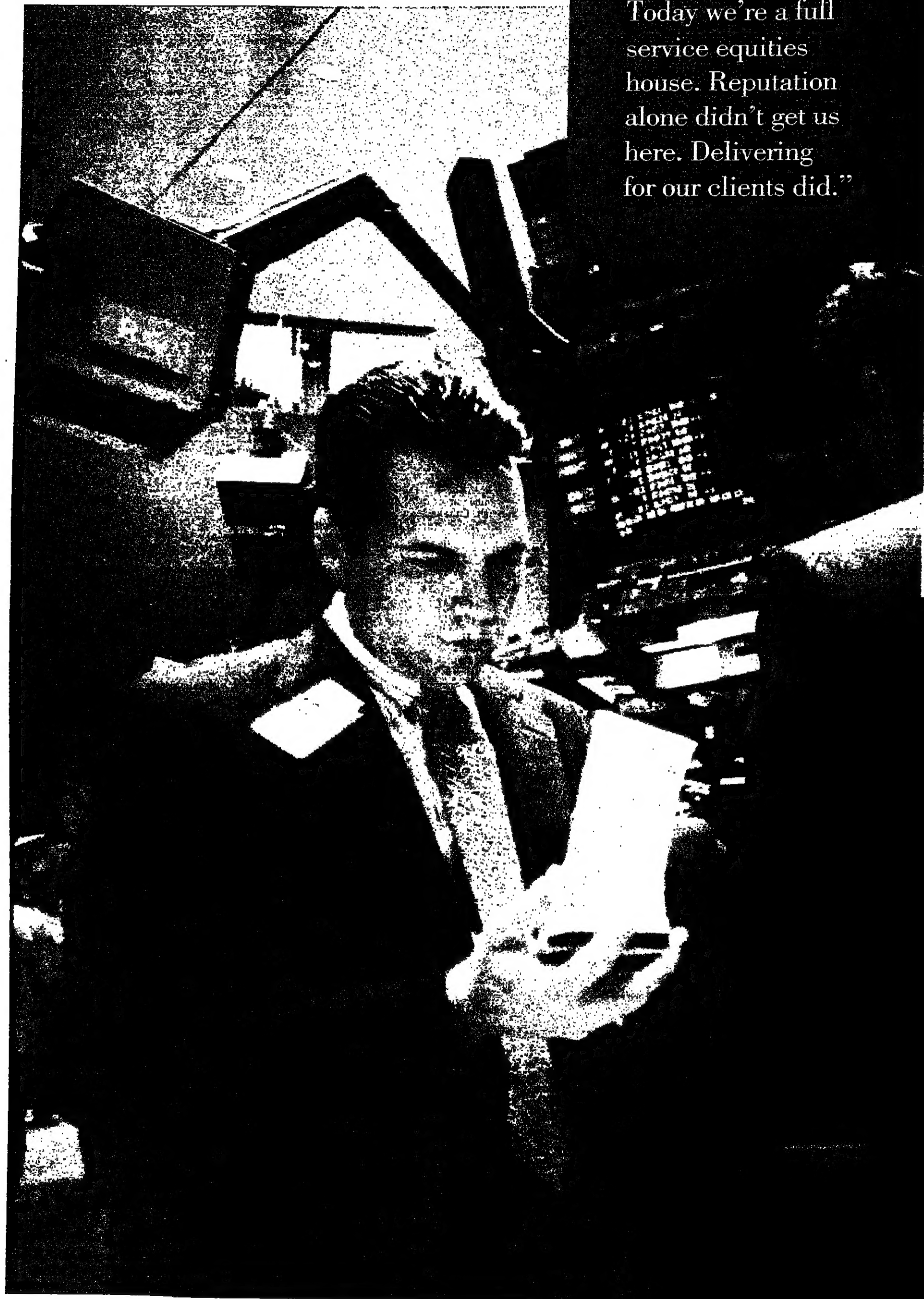
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**The demise of the Alcazar airline deal provides a cautionary tale for those following the cross-border merger trail, say **Hugh Carnegie** and **Ian Rodger****

# Clipped wings of ambition

committees and a work team on communications were disbanded.

But now the problems everyone had been so careful to warn of began to arise in earnest. Opponents of the deal, sensing that it was nearing the decision point, suddenly emerged, rousing public anxiety and forcing governments in Switzerland and Austria in particular to demand reviews.

This meant the signing of the MOU had to be postponed until after the summer holidays. In the

There were also signs of substantial lingering disagreement over the scale and speed of rationalisation, issues that would have been very difficult for a fledgling management group to resolve peacefully.

## Agents move into the driving seat

Legislation coming into effect on January 1 will strengthen their position, writes **Stewart Dalby**

Provided the agent has not breached the terms of his contract, companies become liable to pay compensation to their agent to cover losses and costs resulting from the termination

While favouring agents, the company does admit to a satisfactory arrangement in one EU country.

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Television/Christopher Dunkley

## Up with sex, down with violence

Listen to the claims of those busybody organisations which campaign to impose their tastes on everybody else, read the "Shock! Horror!" stories of their finger-wagging allies in the tabloid papers, and you will believe that sex on television is, as ever, on the increase. But if you sit down for week after week, year after year and monitor the output, you will find that something much more interesting is happening. Far from going up, the incidence of violence has actually gone down since the worst days of the 1970s and early 1980s, yet equally clearly sex is, indeed, on the increase. Hence the wonderful sight last week of the tabloid press up on its hobby horse having a fit of the vapours over the explicit pictures in BBC's *Buddha of Suburbia*.

"Shame Of BBC's Porn Play" shrieked the Sun on Wednesday and then, purely in the public interest you understand, and despite its own distaste for such things, it provided photographs of the actresses in the nude. This seems to have struck the Daily Mail as a wizard wheeze because next day it splashed: "A full frontal assault" across a double spread, above a story which began "BBC bosses refused to make eleventh-hour cuts to last night's episode of the controversial sex drama *The Buddha of Suburbia* despite public concern over explicit scenes". Nowhere did it explain

how there could have been "public concern" over scenes which the public had not seen. More surprising, however, given the obsession of such newspapers with the supposed need for censorship, is the blindness to the sea change that has occurred in the last 15 years.

If you went into any British television drama department today with a series of *The Swansong* (or *Starsky And Hutch* for that matter) made in the late 1970s you would be told they were untransmittable because of the violence. The head of drama would freeze-frame the video at the point where six beefy villains in balaclavas, armed with pickaxe handles, were leaping from the back of a Transit van to set about poor old D.J. Ragan and his D.S. George Carter. Go away, you would be told, and come back with something more thoughtful: why not swap psychology for violence? Have a look at *Cracker* or *Between The Lines* and see how the old idea of "action" has switched very largely from physical to mental.

Whether this change is a good thing is debatable. Those of us who do not happen to like watching

violence will be content, but if my great aunt was alive she would be most upset. She used to sulk through the likes of *Panorama* muttering "What about a nice bit of violence for poor old Auntie?" and then, when *Dragnet* or *Big Breakdown* *Bog* came on, drum her heels on the floor and giggle. She lived in Purley, read Jeffrey Farnol, and never hurt a fly. Why should such people be forbidden their violent fix? And what about violent young men? Some doctors and criminologists argue that violence on television is cathartic, and serves as a substitute for the real thing; take it away and such delinquents will be more inclined to go out and do it themselves. Perhaps the present increase in reports of violent crime results from the decrease in violence on television?

Of course there is still violence on television, from children's animated cartoons to bought-in Hollywood movies (and we shall come back to the question of Hollywood's role). But anyone monitoring the amount and intensity in the broadcaster's own programmes, especially in peak time drama, would have to admit

that there has been a significant reduction. What the tabloid press seems to have missed is the simultaneous increase throughout the mass media in references to all things sexual, whether pictorial or verbal. There are many possible reasons, ranging from a continued long-term reaction against Victorian hypocrisy to the supposed needs of the Aids industry.

Since papers such as the Sun with its "Page Three girls" have themselves contributed so obviously to this change it seems bizarre that they are blind to it. To a generation which now accepts nudity as readily in television drama as it does on Page Three or in the National Gallery, the "fetch the smelling salts" pose of outrage adopted by the tabloids whenever one of the Reggae women sheds her underwear seems ludicrous. This assertion is based not only upon evidence from my own children and their friends, now in their twenties, but from last week's edition of *Open Space* on BBC2.

Presented by a remarkable woman named Isabel Koprowski, this made a common sense plea for Britain to move further and faster down this road and begin to catch up with our Continental partners. In many people, she pointed out, hostility towards explicitly sexual material arose from the belief that pornography always means violence towards women, a lie repeated endlessly by the busybody organisations and some of their tabloid allies. It is almost entirely untrue of Britain's soft porn (the only sort legally available) and very rarely true of the hard porn available across the Channel. This stuff is actually about enjoyment, and, in the print media, more and more the enjoyment of women as well as men these days.

In their own defence the busybodies and tabloids would probably say that a still picture of a naked woman (or man, presumably) was one thing but vigorous rumpy pump on the screen in the corner of your living room was something else entirely. It is certainly true that representations of sexual intercourse have now become almost commonplace in British television drama. In the past few

weeks we have seen brother-sister incest in some detail in Stephen Poliakoff's *Close My Eyes* on Channel 4. In *Scarlet And Black* we have watched from within several ladies' chambers as Monsieur Sorel's ladder (did he always pack a collapsible model?) whanged against their balconies, a signal at which nighties would slide magically to the floor. Even the TV soccer drama *All In The Game* has had them playing hide the sausage... though with the woman on top, naturally. In 1993 anything else would be desperately politically incorrect.

What the B & T brigade never seem to ask themselves is whether there might, perhaps, be some point to these scenes other than a desire to outrage them. While watching *The Buddha of Suburbia* did the oh-so-easily-shocked gentlemen on the tabloids really not notice that the big sex scene was supposed to be comical? That even as the director's wife with the voracious sexual appetite was riding our hero to such a noisy climax, he (underneath, natch) was gazing around in utter boredom? That his girl friend, pleasuring the

director on the other side of the room, was also deep in a cocktail party conversation about the ICA? This drama (final episode at 9.25 on BBC2 tonight, heaven only knows what sort of a record rating it will get) is a satire about the social mores of Londoners in the 1970s. Attitudes to many subjects - Asians, contemporary music, mysticism - have been represented and variously parodied, ridiculed or attacked, and it would be odd, given the time and attention that so many people devote to it, if sex were to be left out.

The trouble with the B & T attacks is that by spreading outrage indiscriminately over anything at all to do with sex, they end up conveying to the impressionable, and especially to those who actually see very little of this sort of material, that there is nothing to choose between, say, the closing sex scene in last week's *Buddha of Suburbia* and the opening sex scene in the Hollywood movie *Basic Instinct*. Yet the truth is that the television scene was funny and telling whereas the movie scene (with the woman on top, of course, first humping her victim and then slashing him hysterically with a knife) is utterly repellent. So much so that I, a cinema and TV critic for 30 years, turned my face away in shame for the human race.

If we cannot distinguish between these things we are lost.

Opera in Frankfurt/Andrew Clark

## A mafiosi 'Boccanegra'

For the first time since the war, Germany's orchestras and opera companies are having to justify their existence - no more so than in Frankfurt. The era of limitless state subsidy has come to an abrupt end. Recession is biting hard, cutbacks are under way. The Frankfurt Opera faces a reduction in subsidy next year of four years from DM68m (£38m) to DM58m (£35m). The number of salaried staff is to be reduced by 22 per cent, and new productions will probably drop from six to three per season. This is a tough prescription for a city which counts itself one of Germany's major musical centres.

The only consolation is that Frankfurt is not alone, and no company is being forced to close. According to the Frankfurt Opera's managing director, Martin Steinhilber, the cuts will fall wherever possible on the administrative rather than artistic side. He says the company is being as pragmatic as possible, but criticises the city government for slashing services for taxpayers, while keeping its own

26,000-strong bureaucracy virtually intact.

None of this affected *Simon Boccanegra*, the first home-grown production since the arrival of Sylvain Cambreling as music director at the start of the season. Musical standards were high, the staging looked expensive. It was a good choice of opera, because *Simon Boccanegra* is little known in Germany.

That did not prevent Matthias Langhoff - a well-established drama producer in Berlin and Paris - from trying to rewrite the story. Verdi's patricians and plebeians became the mafiosi of modern Italy; Renaissance intrigue became today's corruption. The prologue took place on the harbour-front of postwar Genoa, complete with cranes, ships' prows, docks and prostitutes. Act one opened on a seaside terrace, Amalia making her entrance in a red swimsuit. The Doge's council chamber was transformed into a champagne reception for Boccanegra's business associates. The final act was set in front of a dockside pizzeria.

Some of this made interesting theatre, if only because of the alien-

ating devices incorporated into Jean-Marc Stehle's semi-realistic stage pictures. But Langhoff's approach never rang true. Verdi's humane Doge emerged as a godfather, devoid of moral authority and corrupted by power. Instead of probing the inner psychology of the characters, Langhoff trivialised them, overloading the stage with cheap and irritating detail, contradicting the music and confusing an already complex plot.

But thanks to Cambreling, the music was never swamped. The shifting moods were precisely characterised, the instrumental colours vividly brought to life. It was good to hear orchestra and chorus in such good shape. John Bröcheler made a tall, handsome Boccanegra; there was nothing particularly Italianate about his singing, except his conviction. Harald Stamm gave a commanding performance as Fiesco, using his big bold voice to tremendous effect. Keith Olsen was the lusty Adorno, Ivan Kusnjer a credibly shifty Paolo. Amalia, portrayed as a spoiled rich kid, was sung by Gummel Bohman.



The spoilt rich kid and the godfather: Gummel Bohman and John Bröcheler as Amalia and Boccanegra

In Saturday's morning papers it was reported that a competition is to be held for the design of Cardiff's new opera house. What could be more fitting for Welsh National Opera than this enchanting opera on the theme of a dream fulfilled?

After the rediscovery of so many Massenet operas in the 1970s the composer seemed to get forgotten. Perhaps his desire to please was out of time with the hard-nosed ethos of the next decade. Or, more likely, the new breed of radical producers assumed that his operas had nothing to offer them. How wrong they were. WNO's new production of *Cendrillon* is probing, stylish, up to the minute, and still sends the audience away with stars in the eyes.

The opera is a fairly faithful version of Perrault's fairy-tale *Cinderella*. Its captivating is its blend of magic, romance and humour that it seems wicked that British audiences have been denied it for so long. I have seen the opera only twice before and realise in retrospect how crudely those productions upset its delicate balance, hamming its comedy, over-sugaring its sweetness. All it needs is a touch as deft as the composer's own.

## Massenet's magical 'Cendrillon'

Richard Fairman hails Robert Carsen's new production for WNO

In Cardiff the curtain went up on a strikingly simple set (designs by Michael Levine). A log fire burns in late 19th-century French drawing-room. On the mantelpiece are an elegant gold clock, ready to strike twelve at midnight, and an invitation to the ball. What we do not know at this point is that the producer, Robert Carsen, is going to swirl the room around and send us out through the window into a world of enchantment.

For the time being we are left with the family and servants. Father is a well-meaning man, amusingly played by Donald Maxwell, though his voice does not take too kindly to Massenet's lyrical writing. The stepmother is a snobbish bossy boots, played with devastating wit by Felicity Palmer.

The scene where she enumerates every twig on her family tree, while basking her aching feet, was killing. There are plenty of good one-liners for her in Jeremy Sams's English translation.

But now Carsen casts his spell of inspiration. As Cinderella goes to sleep in front of the fire, a miniature fairy godmother (Lillian Watson, bright and twinkling, if a touch strident on the highest notes) appears at the window and turns out to be the stepmother's alter ego - her better half. The attendant fairies are none other than the household servants, tripping along the floor with silver wings sewn on to their uniforms.

Wearing the fairy's blue high heels, Cinder sets off for the ball only to find

Prince Charming curled up in her father's favourite armchair. Another right decision: for the first time in my experience these two roles were cast, as the composer always intended, with sopranos. Rebecca Evans as Cinderella and Pamela Helen Stephen as the Prince, each as touching as the other. Their first duet floated as hushed as a kiss on the breeze - only one of many reasons to offer gratitude to the evening's conductor, Patrick Fourmiller.

At last Massenet's lovely opera has the staging it deserves: its magic, its humour, its intimacy, all perfectly balanced and with a sprinkling of psychoanalysis light as fairy dust. Any regrets? Only that the ball scene omits the ballet, included by the students at the RNCM in Manchester last year. Everything else is sheer delight. A personal note to the managing director of WNO: can I come straight back for the next performance please?

A co-production with Monte-Carlo, Toulouse, Turin and English National Opera. Performances in Birmingham this week, then touring to Oxford and Bristol.

## Sviatoslav Richter

On this occasion it was a breathtaking experience: the greatest living pianist encountered at the peak of his powers, delivering Beethoven and Schubert with awesome concentration of fire and ice, imaginative daring and breadth of vision.

Jets of critical superlatives can afford wearisome reading. This time, however, this particular reviewer was left no alternative to spraying out whole streams of them: artistic completeness of the kind demonstrated by Richter's second-half accounts of the Beethoven "Pathetic" Sonata and the Schubert "Wanderer" Fantasia has the power to make one feel

## Recital Sviatoslav Richter

one has never really heard either the works or the instrument itself before.

Two summers ago, when he came to Britain for concerts in London and Aldeburgh, the weight of Richter's septuagenarian years and Slav melancholy seemed to press a little harder on the playing than one had imagined they ever could. On Sunday, the cares of age were cast aside. After a first half of Bach - austere yet full of questing turns of phrase and touch, that was like a testing of the waters - he plunged into the second with an urgency all the more exhilarating for being directed entirely inward, to the music's very centre.

The Beethoven was all urgency, every rhythmic pat-

tern alert with immediate forcefulness and long-term significance, the slow movement a taut span of bated energy. The timbre and weight of the Yamaha grand, in some respects not unlike that of a "period" piano (but without the limitations of volume and inequalities of registration), was made to seem the sound and substance of Beethovenian argument.

There was no gap, no shortfall between idea and execution; nor - a handful of forgivable, indeed hardly noticeable finger slips apart - was there in the Schubert, one of the mightiest adventures of Romantic keyboard invention here unfolded in all its majesty. After two Grieg encores, each one a time-stopping marvel of fine-grained pianism, the concert was over, and one was left wrung out, uplifted, cherishing its memory.

Max Loppert

## INTERNATIONAL ARTS GUIDE

## BORDEAUX

Grand-Théâtre Tonight, tomorrow, Fri, Sat: Nederlands Dans Theater in choreographies by Jiri Kylian (5648 5854)

Palais des Sports Tonight, tomorrow: Fabio Luisi conducts Orchestre National Bordeaux-Aquitaine in works by Shostakovich, Glazunov and Respighi (5648 5854)

## COLOGNE

Philharmonie Tonight: Andrei Gavrilov plays Bach. Fri: Chv. Barber Jazz and Blues Band. Sat: Matt Haimovitz plays baroque cello concertos with Slovak Chamber Orchestra. Sun morning, next Mon and Tues: Dmitri Kitanenko conducts Gürzenich Orchestra in Shostakovich, Ljadov and Stravinsky. Sun evening: Erich Bergel conducts Budapest Symphony Orchestra in Wagner, Vieuxtemps and Brahms, with violin soloist Alyssa Park (0221-2801). Opernhaus Tonight, Sat: Billy Budd. Fri: L'italiana in Alger. Sun: Hansel

and Gretel (0221-221 8400)

## CANNES

A week-long international dance festival opens tonight at Palais des Festivals with a Ballet du Rhin mixed bill. Tomorrow's programme features Bill T. Jones/Arnie Zane Dance Company. Gullberg Ballet presents Mats Ek's Carmen on Fri, followed by Lucinda Childs Company on Sat. Compagnie Maguy Marin on Sun. Phoenix Dance Company from Leeds on Mon and Compania Nacional de Danza from Madrid next Tues (0238 8277)

## DRESDEN

● A new production of *Capriccio*, conducted by Christoph Prick and staged by Marco Arturo Marelli, opens at the Semperoper on Sun, with a cast including Elvira Fandry, Olaf Bär, Hans-Peter Blochwitz and Theo Adam (repeated Dec 1, 4, 8, 10). Repertory also includes Der Rosenkavalier, Ariadne auf Naxos, Fidelio, Der fliegende Holländer and Les Contes d'Hoffmann (0351-484 2323)

● Julie Kaufmann sings Britten's *Les Illuminations* in a Dresden Philharmonie concert at the Kulturpalast on Sat and Sun. The programme, conducted by Jörg-Peter Weigle, also includes works by Schumann and Bruckner (0351-486 6666)

## DUSELDORF

Deutsche Oper am Rhein The main

event this week is the premiere on Fri of Elke Grams' production of *Arabella*, with Pamela Coburn in the title role. Repertory also includes Zar und Zimmermann, Turandot, Die Zauberflöte and Heinz Spoerli's production of *Giselle* (0211-890 8211). Dulsburg Theatre has Salome on Sat (0203-300 9100)

Schauspielhaus Repertory includes a new production of Shakespeare's *Troilus and Cressida* directed by David Mouchtar-Samorai, plus *Romeo and Juliet*, Maxim Gorki's *Summer Guests* and Eugene O'Neill's *Mourning Becomes Electra*. American Drama Group of Europe gives an English-language performance next Tues of its stage adaptation of Charles Dickens' *A Christmas Carol* (tickets 0211-369911 information 0211-162200)

## FRANKFURT

Oper Tonight, Sat, next Mon (also Dec 2, 4, 8): Sylvain Cambreling conducts Matthias Langhoff's new production of *Simon Boccanegra*, with a cast led by John Bröcheler. Sun: Les Contes d'Hoffmann (069-236061)

Alte Oper Tomorrow: an evening with Peter Ustinov. Next Monday: Ray Charles and his Orchestra. Tuesday: Ludwig Güttler plays baroque trumpet concertos (069-134 0400)

## GOTHENBURG

Konsertthuset Tonight, tomorrow: Neeme Järvi conducts Gothenburg Symphony Orchestra in works by

Stenhammar, Beethoven and Nielsen, with instrumental soloists Mikaela Martin, Frans Helmerzon and Roland Pöhlmann. Next Tues: Gothenburg Vocal Ensemble in a programme of songs by Brahms, Grieg and Rossini. The Gothenburg Symphony Orchestra tours Switzerland from Nov 28 to Dec 4 (031-167000)

Store Teatern Repertory consists of a new production of *Rigoletto*, conducted by Gabriele Bellini and staged by Sonja Friesel, and a revival of Christopher Renshaw's production of *Die Zauberflöte* (031-131300/031-136500)

## HAMBURG

Staatsoper Tonight, Friday: La traviata with Tiziana Fabricioli, Francisco Araiza and Giorgio Zancanaro. Tomorrow, Saturday: ballets by Neumeier, Lubovitch and Ek. Sunday: Christian Thielemann conducts Ruth Berghaus' production of *Tristan und Isolde*, with Wolfgang Fassler and Gabriele Schnaut. Tuesday: choreographies by Neumeier, Van Manen and Ek (040-351721)

## LYON

Auditorium Tomorrow, Fri, Sat: Emmanuel Krivine conducts Orchestre National de Lyon and Prague Philharmonic Chorus in Verdi's *Requiem* (7860 3713)

Opéra Fri: Lawrence Foster conducts a programme of duets and arias with Barbara Hendricks and Gino Quilico. On December 3: first night of Don Giovanni (tel

7200 4545 fax 7200 4546)

## MUNICH

Staatsoper Tonight, Sat, next Tues: Gerd Albrecht conducts Thomas Langhoff's new production of *La Damnation de Faust*, with Thomas Moser, Jeanne Fland and Alan Titus. Tomorrow, Sun: Peter Schneider conducts Die Meistersinger von Nürnberg, with Bernd Weigl, Kurt Moll and Nancy Gustafson. Next Wed, Sat: La traviata with Julia Varday (069-221316)

Cuvillies-Theater Fri, next Tues: Heinrich Bender conducts revival of Nikolaus Lehnhoff's production of *Hansel's Der Prinz von Hornburg*, with François Le Roux, Helga Demesch and William Cochrane (069-221316)

Gastspiel Tonight, Sat, next Tues: Sergiu Celibidache conducts Munich Philharmonic Orchestra and Chorus in Verdi's *Requiem*, with soloists Margaret Price, Reinhold Runkel, Peter Dvorsky and Kurt Rydl. Sun: Alexander Dimitriev conducts St Petersburg Symphony Orchestra in works by Brahms and Rachmaninov, with piano soloist Hélène Grimaud (089-4809 8614)

## OSLO

Konsertthuset Tonight: Lucia Aliberti sings opera arias with orchestral accompaniment conducted by Maurizio Barbacini. Tomorrow, Fri: Mariss Jansons conducts Oslo Philharmonic Orchestra in works by Honegger and Bruch, with violin soloist Reiko Watanabe. Next week:

Jansons conducts Honegger and Bruckner (2283 3200)

## STOCKHOLM

Royal Opera The Swedish premiere of Glen Tetley's ballet *The Tempest*, set to music by Arne Nordheim, takes place on Fri (repeated Nov 27, Dec 1, 2, 4, 6, 8, 10, 14). Repertory also includes *La traviata* and *Cav and Pag*. Ann-Margret Pettersson's new production of *The Turn of the Screw* opens at Södra Teatern on Sat (tickets 08-248240 information 08-203515)

Konsertthuset The programme tonight, tomorrow and Fri is devoted to a festival of Swedish music, the highlight of which is tomorrow's performance of Atterberg's Fourth Symphony by the Royal Stockholm Philharmonic Orchestra conducted by Gennady Rozhdestvensky (tickets 08-212510 information 08-212520)

## STRASBOURG

Théâtre Municipal Fri: Klaus Weise conducts Jean-Claude Berutti's Lyon production of Schumann's *Manfred*, with Manfred Karge in the title role. Daily till next Wed (8875 4823)

## STUTTGART

Staatstheater Tonight, Sat: Gabriele Ferro conducts concert performances of *La Damnation de Faust*, with Glenn Winslade, Marilyn Schmieg and Philippe Rouillon. Tomorrow, Sun, next Wed: Il barbiere di Siviglia.

## ARTS GUIDE

Monday: Berlin, New York and Paris.  
Tuesday: Austria, Belgium, Netherlands, Switzerland, Chicago, Washington.  
Wednesday: France, Germany, Scandinavia.  
Thursday: Italy, Spain, Athens, London, Prague.  
Friday: Exhibitions Guide.

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Friday Super Channel: European Business Today 0730; 2230  
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Saturday Super Channel: Financial Times Reports 0630  
Sky News: West of Moscow 1130; 2230  
Sunday Super Channel: Super Channel: Financial Times Reports 1900  
Sky News: West of Moscow 0230; 0530  
Sky News: Financial Times Reports 1330; 2030





Last night Mr Douglas Hurd, the British foreign secretary, hosted a reception in honour of the Westminster Foundation for Democracy.

This little-known quango has now been up and running for just over a year, headed by Diana Warwick, formerly general secretary of the Association of University Teachers.

Ms Warwick is certainly no Tory. By choosing her as the WFD's first chief executive, the board of governors (seven politicians of various parties, seven independent "experts") showed that, in its effort to spread pluralism overseas, Britain would practise what it preached.

At first glance the WFD looks like a belated and feeble imitation of the US National Endowment for Democracy, set up by Ronald Reagan as part of his worldwide anticommunist crusade back in 1983. Both are supposed to spend taxpayers' money on promoting democracy abroad, and both have structures designed to rebuff any suspicion that the party in government at home is using them exclusively to back like-minded parties in other countries.

The Ned has \$35m (£23.7m) to spend annually, beside which the WFD's £2m for 1993-94 looks rather paltry - though it is double what it was in its first year, and Ms Warwick has asked for a further 50 per cent increase in 1994-95, hoping Mr Hurd's enthusiasm will shelter her against the chill wind blowing from the Treasury. But the Ned nearly got blown away itself this summer, when the House of Representatives deleted its entire budget from the 1994 foreign aid appropriations bill. (It was restored only in October by a House-Senate conference committee.)

The Ned had come under attack for corruption and mismanagement, and for running its own foreign policy which does not always coincide with the US government's. Its structure seems almost designed to produce that result, since it passes 70 per cent of the money on to four subsidiary quangos, set up respectively by the Republican and Democratic parties, the AFL-CIO trade union movement, and the US Chamber of Commerce. Officials of these bodies, and of the Ned itself, have been accused of using the money for

## Quaint little quango

### Democracy and British interests go hand in hand - sometimes

"political tourism", luxury travel for themselves and their friends ostensibly for political fact-finding, and of financing activities whose connection with democracy was dubious at best.

Examples from the 1980s given in a recent briefing paper from the Cato Institute, a Washington think-tank, include the funding of a military-backed presidential candidate in Panama; of the opposition to former President Oscar Arias of Costa Rica (whose inoperable democratic credentials were marred only by his criticism of US support for the

**Fifty per cent of its funding goes to projects suggested by British political parties**

Nicaraguan Contras); and, most bizarrely, of an extreme rightwing group in France, justified by the AFL-CIO on the grounds that France, under François Mitterrand, was "threatened by the communist apparatus".

The WFD, with much less money to throw around and a staff of only four, should have less scope for such abuses. Although 50 per cent of its funding goes to projects recommended by British political parties, each project has to be approved by the full board.

It has started work in three priority areas - central and eastern Europe, the former Soviet Union, and English-speaking Africa - where many countries attempting a transition to democracy are considered "intrinsically important to Britain" and/or particularly amenable to British leverage. Among projects Ms Warwick is particularly proud of are sponsorship of *Spustirhach*, a bulletin produced by a small

group of Ukrainians "to inform Ukrainian opinion-formers about international affairs and international perceptions of Ukraine"; and support for independent media in the former Yugoslavia, notably the newspaper *Oslododjenje* in Sarajevo and the TV station Studio B in Belgrade.

Both of these come under the "non-partisan" heading. Of projects proposed by political parties, the Conservatives have so far had the lion's share in central and eastern Europe, while all the South African projects in the first year were proposed by the Labour party, involving various forms of assistance to the ANC. By contrast there were non-partisan projects in Kenya and Malawi, both aimed at helping to nudge reluctant governments towards multiparty democracy.

Support for the Malawi Democratic Alliance was perhaps the most daring, since this happened in a country whose government had not yet conceded the principle of multiparty democracy. But it still fitted with the broad thrust of British foreign policy, which is to encourage accountable and transparent government in countries that receive British development aid. The WFD is conspicuous by its absence in east Asia, where western efforts to export democracy have run into harsh criticism from governments of countries, such as Singapore, with which Britain has important business ties.

In the Islamic world, the WFD's first-year activities were confined to two projects in Yemen and one in the Palestinian occupied territories. Ms Warwick appeared uncomfortable when I asked her how the board would react to an appeal for help from a group of Saudi Arabian citizens seeking to promote democracy in their country. She referred me to the "guiding principles" set out in the foundation's first annual report, which declares the need to "reinforce success" and "prevent backsliding", and notes "the relative importance of different countries to British interests". Saudi Arabia is, of course, very important to British interests, but I doubt if Mr Hurd thinks those interests would be served by promoting democracy there.

On the other hand there is a fourth guiding principle, rather cryptically phrased: "the contribution to the 'domino' effect". Could it be that the foundation sees Yemen as a democratic "domino" on the Arabian peninsula? It is probably more tactful not to ask.

## Rubbing each other up the right way

### Peter Norman looks at the evolving relationship between the Treasury and the Bank of England

It has taken nearly five months. But yesterday Britain was able to see its new economic double act of Mr Kenneth Clarke, the chancellor, and Mr Eddie George, the governor of the Bank of England, in action together for the first time.

The half percentage point cut in bank base rates to 5.5 per cent, their lowest level since 1972, was a surprise. Nearly 10 months had elapsed since the last base rate cut from 7 per cent to 6 per cent. The City had been pencilling in a cut on or shortly after next Tuesday's Budget to offset, perhaps only in part, the higher taxes still expected that day.

The Treasury's gloss on the rate cut was significant. It marked a further step towards giving the Bank a greater share in monetary policy-making, a process that began after the debacle of sterling's exit from the European exchange rate mechanism on September 16 last year. At the same time, it reaffirmed the impression fostered in recent weeks by Mr Clarke that independence for the Bank is not high on his agenda.

In his statement announcing the cut, Mr Clarke made clear that the first official interest rate change since he moved into Number 11 Downing Street at the end of May was his decision. As has become customary since Black (or White) Wednesday, the change in borrowing costs was justified in the light of a range of monetary indicators. By saying that he had weighed these factors and taken "full account of the measures" that he would announce in the Budget, the chancellor also gave a strong indication that there would be no further Budget Day rate cut to follow yesterday's reduction.

But he also made clear that yesterday's move followed consultation with Mr George, and in that sense it is to be regarded as a joint decision of Bank governor and chancellor. Moreover, the timing of the decision had been left to the governor. Mr Clarke added that "from now on the precise timing of interest rate changes will be a matter for the Bank to decide".

## Rubbing each other up the right way

### Peter Norman looks at the evolving relationship between the Treasury and the Bank of England

It prompted Mr Norman Lamont, the former chancellor, to urge in his bitter resignation speech in June that the timing of future interest rate changes "should never be used to offset some unfavourable political event".

Mr Lamont's words bore fruit yesterday. An important consideration for Mr Clarke and the Bank was to divorce the rate cut from day-to-day politics. An announcement amid the hallyhoo of Budget day next week would have undermined the government's insistence that its monetary policy must be consistent with keeping inflation, as measured by the retail prices index minus mortgage interest payments, inside its 1 to 4 per cent target.

What we cannot judge is who influenced whom: whether, for example, there was a complete meeting of minds between Mr Clarke and the governor on half a percentage point or whether the chancellor pushed for more and "steady" Eddie, with his known loathing of inflation, resisted such a move. It was also difficult yesterday to pinpoint when the basic decision to cut rates was taken. Neither the Bank nor Treasury would elaborate on the history of the move although the Treasury announcement, which referred to last Thursday's news of a drop in average earnings growth to 3 per cent, suggested that the decision was made late last week.

However, the circumstances of the rate cut point to a high degree of trust between the chancellor and the governor. Mr George is clearly in the "loop" and knows more about the chancellor's plans for taxation than government ministers other than the prime minister and those in the Treasury.

This is consistent with what we know about the relationship between the two men since Mr Clarke took over the Treasury. It was an official inflation target and make the Bank of England responsible for monitoring progress towards achieving



The chancellor has been generous in his praise of Mr George and the appreciation is reciprocated. Although Mr Clarke is garrulous and Mr George famously tight-lipped, the two men are more similar than they might appear. Both are roughly the same age (Mr George is 55, Mr Clarke 53). Both were educated at Cambridge University. Both have risen from humble backgrounds on the strength of their ability and drive.

But the decision to involve the Bank more closely in interest rate policy has deeper roots than the good relationship between two successful men. It builds on the decision after sterling's exit from the ERM to set an official inflation target and make the Bank of England responsible for monitoring progress towards achieving

It could all be a skilful move by the politically agile Mr Clarke to defuse anxieties ahead of his Budget. The Bank clearly regards yesterday's rate cut as part of a rebalancing of policy and not an easing. That suggests that the chancellor will announce a further fiscal tightening next week on top of the extra taxes totalling \$6.7bn for 1994-95 and \$10.3bn for 1995-96 announced in Mr Lamont's last Budget in March.

Although the Bank and Treasury insist that there is no ready reckoner to measure a trade-off between changes in interest rates and fiscal policy, it would be logical to deduce from yesterday's modest rate cut that any tax increases to be announced next week will not be great. The forecasts of City pundits yesterday pointed towards net tax increases of \$2bn to \$3bn.

However, Mr Clarke could still spring a nasty surprise. There are signs that the Bank believes the economy is growing more strongly than the 1.9 per cent annual rate disclosed in official figures last week. Its interest rate move yesterday has to be seen in the context of a lag in the effect of monetary policy which means that the Bank was acting with a view to conditions in the economy two years away rather than in the near future.

In other respects, yesterday was a good day for the Bank to act. There were no statistical releases to cause market operators to suppose that specific indicators in future might trigger further rate changes.

And Mr Clarke, by giving the Mr George a little more elbow room, may have taken some heat out of a longer-term policy issue - whether to give independence to the Bank.

The handwaggon for having an independent but democratically accountable Bank of England is gathering pace. A top level panel of academics, City luminaries, former central bankers and erstwhile finance industry officials from Britain and abroad last week proposed that the Bank should be free to set monetary policy independent of the Treasury. The influential House of Commons Treasury and Civil Service Committee is expected to come up with the same message before Christmas.

It is not a message that the parliamentarian Mr Clarke is particularly keen to head. The more he gives the Bank greater operational responsibility now, the less he may have to cede real power later.

## LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL

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### Bonds sign of Italy's confidence

From Mr Fabrizio Galimberti

Sir, Barry Riley is puzzled by Italy's issuing 30-year government bonds. ("Italy adds another dimension to debt", November 17). I agree that a country believing in low inflation should be wary of locking in high real interest rates for 30 years. But this did not stop the US government from issuing 30-year bonds at punitive rates in the early 1980s, when Paul Volcker (then chairman of the US Federal Reserve) was hell-bent on uprooting inflation. A country like Italy which, for better or worse, houses the third largest bond market in the world, must offer investors the possibility to play with all the notes of the maturity keyboard. As Barry Riley says, the 30-year bond is a dividend. But a useful one.

Mr Riley's conclusion is pessimistic: Italy will be forced to restructure the debt, and "there will be action long before 2023". However, both the experience of Belgium (with a higher debt/gross domestic product ratio than Italy's) and the UK (where after the war the debt/GDP ratio stood at 300 per cent) show that default is not the only way out. Italy has already locked in low inflation through the most effective incomes policy in Europe. Policy makers can only wait for the markets to appreciate present virtue more than past vice.

Finally, Barry Riley writes that Italy's primary budget deficit is worsening. This is incorrect, both as to level and rate of change. The primary budget has been in surplus since 1992. The OECD estimates that in 1993 Italy will have a surplus of 2 per cent of GDP in its primary balance, against a surplus of 0.4 per cent for Japan and a string of deficits for the five other G7 countries. As to the rate of change, Italy is about the only country recording an improvement of its public finances in 1993. Maybe this is why the Italian government felt confident enough to dip its financial toes in the uncharted waters of the 30-year bond.

Fabrizio Galimberti, chief economist, Il Sole 24 Ore, Via P. Lomazzo 52, 20154 Milan, Italy

### VAT on all food a harmful move

From Mr Robin Simpson

Sir, Michael Poyner (Letters, November 19) argues that all food should be subject to value added tax. He says that "to suggest that this would harm the less well-off is unproven". There is already abundant evidence that, even without VAT on most foods, some families simply cannot afford a healthy diet. For instance, there are the 1990 study by the Family Welfare Association and the 1991 and later surveys by the National Children's Home. The findings of these studies are reinforced by data from the 1990 *Dietary and Nutritional Study of British Adults* and the 1991 *Household Consumption and Expenditure* survey, which spell out the sharp differences between the diets of the better off and those

on low incomes. The NCH survey shows that it is primarily lack of money, not ignorance, that accounts for lower spending by poor households on fresh fruit and vegetables. Low income can also make it impossible for people who live well away from big supermarkets, hypermarkets and discount stores, and who don't own a car, to afford frequent fares in order to benefit from lower prices often available at these shops.

Poor diet, of course, puts health at risk and will make it harder for the targets set in the government's *Health of the Nation* paper to be met. If VAT were to be added to all foods, the plight of the poorest families would be worsened at a stroke, unless state benefits were raised to compensate.

There could also be an outcry from other consumers if their food bills suddenly rose by 7 per cent to cover VAT - particularly if the argument used to justify this is that it will bring the UK in line with the rest of the EU.

It seems highly premature to do this before reforms are completed to the EU's Common Agricultural Policy, which currently costs the average household of four almost £30 a week extra - the combined cost of food bills kept artificially high by this policy, and extra taxes which go to pay for storing the surpluses produced and then to subsidise their disposal.

Robin Simpson, head of policy, National Consumer Council, 20 Grosvenor Gardens, London SW1W 0DE

### Publication better than legislation on debts

From Mr D S Baber

Sir, The debate continues as to whether commercial overdue accounts should be subject to statutory interest. Nothing has altered our belief that, if such legislation were imposed, it would be a bureaucratic nightmare to administer and could be viewed by many debtors as an invitation to take more credit from their suppliers rather than approach their banks.

We firmly believe that the

simple alternative suggestion would be sufficient: that all companies be required to publish in their statutory audited accounts the amount owed to creditors beyond (say) 60 days overdue.

Thus, at a glance, all potential suppliers could quickly judge if they would be likely to be paid promptly. The larger the corporation, the more frequently are the accounts published, so the situation would be well regulated. The

really bad payers would soon gain the notoriety they deserve.

There is no doubt that if more capital were released into circulation rather than tied up in overdue accounts it would benefit the British economy enormously.

D S Baber, managing director, Credit Protection Association, CPA House, 850 King Street, London W6 0RX

### Not really such a good way to run a railway

From Mr Ian MacKellar

Sir, While there is much to commend French Railways, handing over British Rail to our French colleagues might not have the effects your correspondent, Noel Clarke (Letters, November 22), claims.

In 1992, for example, InterCity delivered 87 per cent of its trains on time or within 10

minutes. In the same year, 74.9 per cent of French TGVs clocked in within 14 minutes of advertised arrival times. InterCity achieved that without subsidy. In total, French Railways receives about 50 per cent more subsidy than BR as a proportion of its income.

We may still have our imperfections, but BR has posted

some remarkable improvements in operating performance in recent years, and has consistently been among the most efficient in Europe financially for a decade.

Ian MacKellar, chief press officer, British Railways Board, 24 Eversholt Street, London NW1 1DZ

### Small business in favour of leasing changes

From Ms Daphne Green

Sir, Tony Mallin of the Finance and Leasing Association is quite wrong to claim that changes by the Office of Fair Trading to current leasing regulations are not favoured by small businesses (Survey of leasing and asset finance, November 19).

This chamber has presented

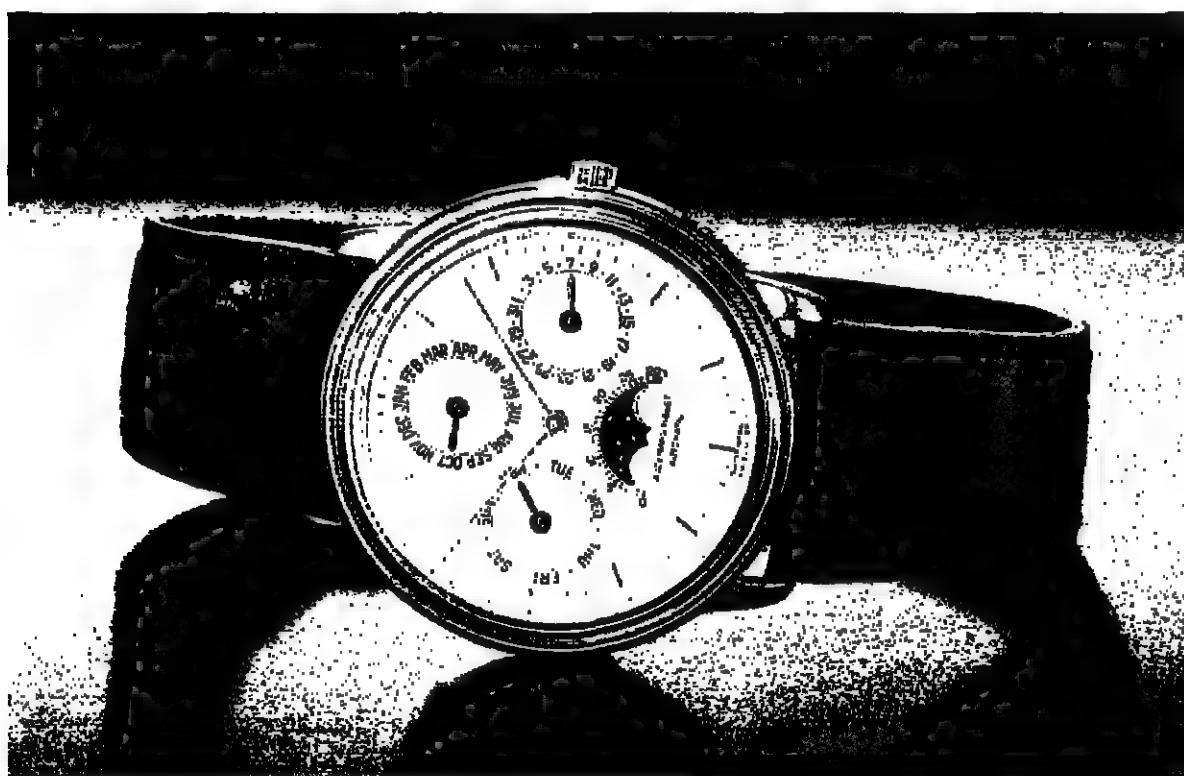
evidence personally and in writing to Sir Bryan Censberg, OFT director-general, urging that protection afforded to individuals and unincorporated businesses be extended to private companies. Leasing deals can be a minefield for smaller businesses.

Both the FIA and government should remember that

small businesses and the jobs that depend on them can be at the mercy of the unscrupulous and some regulation is in the interests of business.

Daphne Green, chairman, Leeds & Bradford Chamber of Commerce and Small Business Committee, Mill House, Troy Road, Horsforth, Leeds LS18 5NQ

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## FINANCIAL TIMES

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Wednesday November 24 1993

## The case for work sharing

The renewed interest in work-sharing among European governments, some larger employers, and the European Commission, does not deserve the brush off it has received from Mr Kenneth Clarke, the UK Chancellor. Some of Mr Clarke's suspicions are well-founded. Work-sharing has become associated with anti-competitive reductions in working time, as proposed in a recent European Socialist manifesto. Supporters of work-sharing also sometimes make the elementary mistake of assuming a static economy with a fixed amount of labour to share out and so overstate its potential contribution to reducing unemployment.

But there are, equally, a number of economic and political trends that are making work-sharing a more practical proposition.

First, there is a much more realistic acceptance on the part of employees, and even some unions, that work-sharing means pay-sharing and must not be allowed to increase unit labour costs. Second, a decade of growing incomes for most of those in employment in Europe has increased the number of employees who are sufficiently well paid to contemplate a trade-off between pay and working time. Third, opinion polls suggest that work-sharing is popular because it goes with the grain of more flexible and family-friendly working hours. Indeed, on the same day that Mr Clarke was dismissing work sharing in Brussels, Ms Ann Widdecombe, the Employment Minister, was praising it in London, at a seminar organised by a group called New Ways to Work.

## Prejudice and inertia

Standing in the way of the spread of work-sharing is prejudice and inertia on the part of both employers and employees, along with an array of tax, employment law, benefit and pension rules which create disincentives to cutting hours and pay. To cite just one example, a large number of older workers who might be attracted to work-sharing as they approach retirement are put off by final salary pensions, which link their pension level to their final rates of pay.

Many employers, too, point out that even if workers take corresponding cuts in pay the outcome

is not unit labour cost neutral for them, as there are extra headcount costs relating to such things as recruitment and training. One idea would be for governments to provide modest incentives for employers to offset the disincentives to companies of a larger headcount. But many employers should not require subsidies. Service organisations, especially, can get a better relative contribution from part-time or four-day-week staff. By offering flexible working time packages, they can recruit from a larger base and retain valued staff. The main role for government should, therefore, be in removing disincentives which work against flexible working hours.

## Reduction in hours

Government can also set an example in the public sector. The Netherlands example, where all new posts in the public sector are limited to a maximum 32 hour week, would probably not be appropriate in the UK. But the Netherlands did experience a 30 per cent rise in employment between 1983 and 1991, along with a 13 per cent reduction in hours worked per person.

The economics of work-sharing are more complex than that equation suggests, and work-sharing does not deal with the root causes of unemployment. But if the effect on both demand and competitiveness is neutral, there is no reason why it should not have some small positive impact on employment over the medium-term.

For many workers, however, especially those on middle or lower incomes, cutting working time and pay remains unattractive. Nissan car workers in Sunderland, faced with a downturn in production recently, chose to stick to normal working hours for the majority and voluntary redundancy for a small minority. And even relatively well-off Volkswagen workers have been complaining that the loss of one day's pay per week will leave them struggling.

The message that there is no such thing as a "normal" working week, working day or working lifetime will take years to sink in. That applies as much in Brussels as in governments and businesses across Europe.

## Clarke nudges UK base rate

The half a percentage point cut in the UK base rate of interest announced yesterday is a bit of a disappointment. It is disappointing not so much in itself, as for what it suggests about the prospective balance of fiscal and monetary policy. If next week's fiscal adjustment were of comparable modest proportions, the Chancellor would have failed to achieve the needed rebalancing of UK macroeconomic policy.

A country with a floating exchange rate can correct monetary policy mistakes relatively easily. Fiscal mistakes are another matter. If this opportunity for a decisive rebalancing were to be lost, it may prove difficult to correct the error before the next election. By then, it could be too late.

When Mr Clarke states that the base rate cut takes "full account of the overall stance of the Budget", he would seem to be making two points: first and most obviously, that no further cuts can be expected at the time of the Budget; second and more speculatively, that the Budget will contain only a modest further fiscal tightening.

That the Bank of England has been allowed to determine the timing of the decision is intended to reinforce credibility by divorcing the timing of the cut from any specific political event and from any particular economic indicator. This is sensible. But Mr Clarke remains the organ grinder.

This is the first cut of just half a point since May 1992, which suggests that the exceptional period of large cuts that followed sterling's exit from the ERM is now over. Small frequent changes are a sensible way of adapting to modest changes in circumstances. Small, infrequent changes are another matter.

## Lower inflation

This is, after all, the first interest rate cut in 10 months. Yet that period has seen encouraging progress on inflation, particularly in view of the devaluation. It has also seen a marked downward adjustment in expectations of inflation. At the same time, recovery has proceeded at a modest pace, if faster than the Treasury expected last March. If this performance justifies no more than a half point cut in base rates, the government would indeed seem

determined to lower inflation towards the middle of its 1-4 per cent target range. The top end is, it appears, not low enough.

The aim is defensible. The UK has paid a high price to get inflation down. But the pursuit of the aim in this way brings with it risks.

The most important danger is that fiscal tightening may become still more necessary, since slow recovery would of itself entail a correspondingly modest improvement in the fiscal position. The worry is that such a modest improvement from what is the UK's biggest ever inflation-adjusted deficit in peace time may undermine the credibility of the low inflation objective, which would increase the chances of a market-driven rise in long term nominal interest rates.

## Monetary easing

The possibility that a modest monetary easing may, in the end, necessitate a larger fiscal adjustment than a sharp one is only one danger. Also problematic is the UK's external position. It is possible to take a purist position on the fact that the UK is running a current account deficit while output is well below potential. But the purist position depends on the implausible assumption that resources can be shifted smoothly and easily in and out of the production of tradeable goods and services.

All the evidence on the performance of the UK economy over the long term suggests this is not true. It takes a long time before changes in profitability lead to increased investment in industries exposed to the pressures of external competition. This makes it still more essential that the fiscal and monetary policy mix be consistent with such sustained profitability. The position today offers an opportunity to secure that aim, along with low inflation. A large fiscal adjustment offset by further reductions in base rates would be the best possible policy in the UK's current position. True, it would also risk a short term spike in headline inflation. But it would also reduce the risks posed by the present fiscal position. Boldness is sometimes safer than the more comfortable alternative of "steady as she goes". This is one of those times.

For much of the past seven years Grand Metropolitan, the large consumer products and services group, has insisted that it is no longer an invulnerable maverick and has acquired a clear and purposeful sense of direction. Its challenge now is to show that it knows not only where it wants to go, but how to get there.

From next Wednesday, there will be a new pair of hands on the wheel. They belong to Mr George Bull, who moves from heading GrandMet's food division to become chief executive and heir apparent to Sir Allen Sheppard, the group's flamboyant and hyper-active chairman.

Long an acquisitive conglomerate, GrandMet has reshaped its operations since the mid-1980s. It has sold a string of mostly unrelated businesses including hotels, betting shops, brewing and much of its pubs estate. It has also entered new ones, notably by buying Pillsbury, the US food and restaurants company, for \$5.5bn in 1988.

Though the torrent of deals bewildered some observers, the group says that, unlike its previous wheeling and dealing, they were all part of a master plan. Its central objective is to become a tightly focused concern, dedicated to international leadership in branded food, drinks and retailing.

Yet old ghosts continue to haunt GrandMet. For all its repeated statements that it is committed to a coherent strategy, Sir Allen admits that many investors remain uncomfortable. "Just under the surface, they are still ill at ease," he says.

The choice of Mr Bull has been widely interpreted as a sign that GrandMet's board believes a change of management style - if not of corporate direction - is needed. All the more so, since Mr Bull was promoted over Mr Ian Martin, the chief operating officer long considered favourite for the top job.

Unlike Mr Martin, who has a reputation for shrewdness and is best known for his skill in reorganising troubled businesses, Mr Bull is a suave marketing man to his fingertips. A fruitily-voiced old Etonian and former Guards officer, he affects an amiably bumbling manner, calling himself "a simple drinks merchant".

The pose fools nobody who knows him well. In reality, he is respected as an astute, demanding and independent-minded manager, who inspires strong loyalty among staff. He also has an impressive record in building businesses - a tradition, Sir Allen says, regarded as GrandMet's strongest suit.

As chief executive and then chairman until last year of International Distillers & Vintners, Grand Met's drinks division, he helped make the business the world's largest spirits company and the main engine of the group's growth.

IDV's compound annual profits growth exceeded 20 per cent in the five years to 1992, when it contributed 58 per cent of GrandMet's total. Despite recession, it continues to churn out cash and is estimated to have raised profits by at least 10 per cent in the year to September.

The 57-year-old Mr Bull strikes a more conservative tone than the group has sometimes done in the past. Shunning breathless rhetoric about global goals - "I hate the word global" - he talks instead of a stepping-stone approach to international expansion. He is also said to be less preoccupied than Sir Allen with maximising short-term financial returns.

His personal style is unusually austere by the standards of senior GrandMet executives. While the group's headquarters occupy a large and sumptuously furnished mansion in London's St James's Square, Mr Bull made a point of having his utilitarian quarters at IDV's Regents Park offices re-decorated only infrequently.

A strong believer in decentralised management, he has already set about chopping back an elaborate network of committees which sprang up under Mr Martin. "George wants less interference from the centre. We are going back to the good old days when decisions

were taken quickly," says Mr John McGrath, chief executive of IDV.

GrandMet is proud of its entrepreneurial culture, inherited from Sir Maxwell Joseph, the mercurial financier who founded it 31 years ago. Indeed, the group believes the freedom it gives managers is one of its greatest assets. "We have a very strong history of being a bundle of energy, a get-up-and-go, doing company," says Sir Bull.

Like Sir Allen, he says GrandMet's competitive advantage is rooted in a proven set of marketing and brand-building skills, which can be transferred across frontiers and between businesses.

Mr Bull, who has run GrandMet's food division since July last year, argues that its main businesses also operate in much the same market: "All our consumers are identical. They all eat and drink added-value branded products. They are also international - they are the same consumers everywhere."

But these arguments do not convince everyone - and some wonder how firmly Mr Bull believes them. "Much of the international branding strategy is hype," says a former GrandMet executive. "It grew out of

a search for a credible concept which investors would buy, not from any deep-rooted corporate philosophy."

Even sceptics agree that the group has a talent for attracting and motivating able managers. But they also argue that its sometimes uneven past performance and history of free-wheeling individualism make it hard to be sure exactly what its enduring core skills are.

Some executives also concede that food manufacturing and alcoholic drinks are much less likely than the company claims. Capital-intensive and directed largely at the mass market, the former business calls for management, marketing and distribution methods very different from the latter, which involves few fixed assets and is geared to luxury brands.

The dissimilarities were further underscored last year, when a collapse in US fresh produce prices pole-axed profits at Green Giant, the processed vegetable business which is Pillsbury's biggest division. Nor is there much obvious strategic common ground between food manufacturing, drinks and Burger King, the fast food division, which is primarily a franchised service operator.

To date, IDV, which has operations in 48 countries, is the only part of Grand Met to have achieved broad-based international success. The division, which is jealously protective of its operational autonomy, has increased its share of mature western markets by a blend of acquisitions, skillful marketing and aggressive

## Burgers, booze and Bull

Guy de Jonquières examines GrandMet's strategy and seeks common ground between its food and drinks divisions

## GrandMet: a mixed bag of businesses



## GrandMet's biggest deals since 1985

- 1985: Buys Pearle for \$368m
- 1987: Buys Heublein for \$1.2bn
- 1988: Buys Pillsbury for \$5.5bn
- 1989: Buys Wm. S. Healy for \$231m
- 1990: Buys Wm. S. Healy for \$231m
- 1991: Buys Wm. S. Healy for \$231m
- 1992: Buys Wm. S. Healy for \$231m
- 1993: Buys Wm. S. Healy for \$231m

Turnover from continuing operations: £7,045m  
Profit before exceptional items and taxation: £871m

**Main interests**

International Distillers & Vintners  
Sales: £2,288m. Operating profit: £505m.  
World's largest spirits producer, with operations in 48 countries. Brands include J&B, Glenlivet, Cinzano, Balleys and Pils d'Or.

Food  
Sales: £2,269m. Operating profit: £186m.  
Brands include Pillsbury baking products, Green Giant processed vegetables, Häagen-Dazs ice cream and Alpo petfood.

Branded retailing and pubs  
Sales: £1,544m. Operating profit: £186m.  
(Includes Chef & Brewer pub restaurant chain, sold in October 1993.) Activities include:  
Burger King: fast-food chain, with 6,000 restaurants, of which 5,700 in US.  
Pillsbury: world's largest eye-seeve retailer with 1,000 outlets, mainly in US.  
GrandMet Estates: manages entrepreneur Estates, chain of more than 6,000 pubs owned jointly with Fosters.  
Figures year to September 30 1992.

## Sir Allen says many investors remain uncomfortable. Just under the surface, they are still ill at ease

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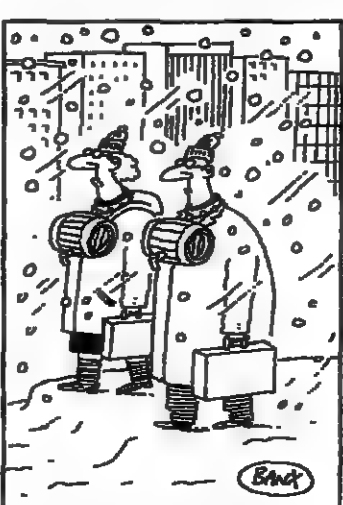
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GrandMet's retailing record is more mixed. Burger King has been turned from a lame duck into a highly profitable growth business.

## OBSERVER



## Sucking up

My, my. The Bank of England seems to be working itself up into a complete tizzy about Crest, its answer to the stock exchange's failed Taurus share settlement scheme.

Iain Seville, the project controller, has done something few Bank of England officials ever dare to do. He's written a letter to the investors Chronicle in a bid to get across his side of the argument. Moreover, today sees the first of a series of Bank of England roadshows up and down the country, enabling investors to meet at Pen Kent, the closest there is

to a Bank of England troubleshooter.

Not since former deputy governor Kit McMahon led a US roadshow in the 1970s to drum up support for the Britain's first Yankee bond issue has the Bank ever waged such a high-profile publicity campaign.

So how come January will see him with a group of British businessmen in Melbourne - and

## George Bull, the heir apparent, calls himself 'a simple drinks merchant'. Nobody who knows him well is fooled

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GrandMet's retailing record is more mixed. Burger King has been turned from a lame duck into a highly profitable growth business.

Pillsbury owns some long-established brands, and its efficiency and marketing have been sharpened up since it was acquired. However, the company is beset by price competition in US groceries, which it is seeking to offset by faster cost-cutting and new product development.

Furthermore, Pillsbury is only medium-sized by food industry standards, with few sales outside North America. The markets in which it is strongest, such as chilled dough and processed vegetables, are also relatively mature. Mr Paul Walsh, its chief executive, says the company needs more growth businesses.

Building up Pillsbury's position in North America must take priority over international expansion, he says, "because if we miss a beat in the US, we won't have the cash flow to develop abroad."

So far, Pillsbury has been cautious about moving outside the US, concentrating principally on a handful of developing countries such as Mexico, China and South Africa. Its preferred method of market entry is through joint ventures with local partners, Mr Walsh says, because they require fewer management and financial resources than do wholly-owned operations.

The boldest international foray has been by Häagen-Dazs, Pillsbury's premium ice cream brand. Expansion in Europe and Japan has helped double annual sales to about \$500m in five years, and is the most striking advertisement of GrandMet's claims to expertise in taking food brands across frontiers.

But Häagen-Dazs has yet to show a profit. Some observers, even inside GrandMet, also fear it may become vulnerable to more powerful competitors such as Unilever and Nestlé, which both plan rival "super-premium" ice cream brands.

The liveliest debate, though, is what to do about Europe, where GrandMet is little more than a marginal player, with interests in baking, catering and food service. Efforts to turn Brossard, its cake subsidiary, into a Euro-brand have made little headway, and an exhaustive search for suitable merger or takeover candidates has yielded little.

Some executives have begun to question whether it is worth persevering. They argue that Europe's economic prospects are so unexciting, its food markets so fragmented, local competition so well-trenched, that the group should concentrate on Asia instead.

Much may depend on acquisition opportunities. Sir Allen says mega-bids are "less the flavour of the decade than in the 1980s", while Mr Bull is believed to be cautious about their virtues. But Sir Allen is also widely thought eager to make one more big takeover before he retires in early 1996.

Whether GrandMet's balance sheet would allow that is another matter. Though gearing has fallen sharply since the late 1980s, it is still estimated at more than 50 per cent when the value of its acquired brands is included, and about 180 per cent without them.

To afford a really juicy target, the group might need to make a big disposal. The only obvious candidate is Burger King. Some observers think GrandMet may in any case have to consider selling the business eventually if it is to mobilise the resources needed to become a serious world player in food manufacturing.

Meanwhile, shareholders may need to wait longer to enjoy tangible rewards from GrandMet's multi-trimmed strategy. The group has forecast a 1 per cent increase in pre-tax profits before exceptional items for the full year, to be published on December 1, and says trading conditions remain tough. At 385p yesterday, its shares are well below their peak of 512p 18 months ago.

Sir Allen is jauntily philosophical: "One day, doors will open, clouds will roll back and our shares will be dramatically re-rated." However, he adds: "It will probably take a new chairman to make that change."

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## Winning streak

Joe Alves, the lucky Brazilian politician who recently attributed his wealth to lottery winnings rather than kickbacks, is even luckier than Observer thought.

According to the Caixa Economica Federal, a government agency investigating the case, for Alves' version to be correct he must have won the lottery 34,000 times in the space of five years and pocketed some \$9m in winnings. Still, this is the land of entrepreneurial spirit, as one Rio de Janeiro lottery demonstrates. Its latest advertising slogan runs: "Your chances are back - Joe Alves is no longer playing."

## Steady on, lad

Can the Leeds Permanent, Britain's fifth biggest building society, do nothing right? Nine months after its chief executive announced he was quitting, it has yet to find a permanent replacement. It failed to carry through its planned merger with National Provincial and yesterday it told Press Association it was cutting its mortgage rate by half a point and then changed its mind. "I got over-excited and jumped the gun," explained an embarrassed young man in the press office.











## INTERNATIONAL COMPANIES AND FINANCE

## US banks renew assault on Germany

A driving force in this second invasion is Goldman Sachs. David Waller reports

In the 1970s and early 1980s a wave of US commercial banks invaded Germany amid a fanfare of publicity. Many left again soon afterwards having failed to penetrate the German banking market, leaving German businessmen unimpressed by the American "talk first, action later" style of banking.

This time, the invaders are the US investment banks, eager to capitalise on the perceived sleepiness of the German financial services sector. But this time, the investment banks argue, they are here to stay.

"We have extraordinarily long-time horizons," says Mr Phil Murphy, one of the two Frankfurt-based partners in Goldman Sachs. "We are in this for 50 to 100 years."

Goldman is the most aggressive and newest of the arrivals in Germany. Since it established its Frankfurt office in 1990 - until then it serviced its German clients out of London - staff have gone from zero to 120, doubling in the past year alone.

The firm has recently taken a second floor in the Messe-turm skyscraper and has won high-profile mandates. For example, advising Daimler-Benz on its mould-breaking listing on the New York Stock Exchange. "We were late on the ground, but now we have our foot on the gas pedal more than anyone else," Mr Murphy says.

The London office - founded in 1968 and employing 1,300 people - remains Goldman's European headquarters. But Frankfurt is one of the firm's two fastest growing offices in the world, the other being Hong Kong.

"Our experience here shows you do not need GDP growth of 10 per cent a year [as in the thriving Hong Kong/south China region, in contrast to the recession-struck German economy] to run a successful investment banking operation," Mr Murphy enthuses.

"We are extremely bullish about this market, across all divisions."

The bullishness, shared by other US investment banks who set up German operations

control of the BfG Bank from the Aachener und Münchener Beteiligungs insurance group.

● The capital markets are opening up.

Foreign, largely US investment banks are winning mandates once the preserve of the big German banks. This is true for corporate cash-raising exercises - foreign banks muscled in as co-lead managers to big issues from Veba and Allianz this year - and for govern-

ment of the BfG Bank from the Aachener und Münchener Beteiligungs insurance group.

● Germany has taken convincing, albeit belated steps to enhance the attractions of Frankfurt as a financial centre. One example is the second

source of capital at the margin is the foreign investor. However, mighty institutions such as Deutsche and Dresdner Bank are in the domestic market but they do not have the placing power of the international investment banks.

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## GM sells three more component plants

By Richard Waters in New York

General Motors continued its disposal of automotive component businesses with the sale of three plants to a newly-formed company in which it will hold a 50 per cent interest.

The plants to be sold make starter motors and generators and employ 1,800 workers.

Transportation Systems, a company whose investors include Citicorp Venture Capital and Mr Harold Sperlich, former Chrysler president, will take 80 per cent of the joint venture company set up to acquire the business.

The disposal, the value of which was not disclosed, marks the latest step in GM's divestment of component businesses.

It has now sold six of the 14 businesses that it last year said were for sale.

The businesses that are being sold are part of GM's Delco Remy division, which the company said would continue to produce a wide range of components as part of the group.

In September, GM agreed to sell an 80 per cent stake in its wiper systems and actuators business to a venture formed with IFT's automotive unit for \$400m.

That month it also said it would sell its rear-drive axle drive shaft and related forging operations to American Axle & Manufacturing, a new company formed by former Chrysler executives.

Scenics ask whether Goldman's commitment to the market place will falter once the markets retreat to more sluggish turnover levels. Scenicism is compounded by Goldman's aggressive approach which some argue is a symptom of cultural differences between the Anglo-American approach to business and the consensus-oriented way in which corporate Germany operates.

Criticism focuses on Daimler's full listing in the US, on which Goldman advised. The move shattered the consensus under which German companies agreed among themselves not to give into the Security & Exchange Commission's requirement for greater financial disclosure.

Daimler and Goldman are adamant other German companies will follow suit, but as yet there is no evidence of this.

Volkswagen has pointedly chosen to raise money in the US via the US corporate bond market, saying it was not willing to make the disclosure associated with a full SEC-approved listing for its shares.

"Every country has its unwritten ground rules, and you can't ignore them," comments the chief executive of a public-relations investment bank.

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Criticism focuses on Daimler's full listing in the US, on which Goldman advised. The move shattered the consensus under which German companies agreed among themselves not to give into the Security & Exchange Commission's requirement for greater financial disclosure.

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## ABB posts flat profits at \$215m in third quarter

By Ian Rodger in Zurich

ABB Asea Brown Boveri, the world's largest power engineering group, reported flat profits of \$215m before tax and non-recurring items for the third quarter.

Incoming orders tumbled 24.3 per cent to \$5.8bn in the quarter, although much of the decline was attributable to currency effects.

The group said only Asian markets were strong. Demand in continental Europe was still weakening and the economic recovery in North America was having only a small positive impact on order intake.

Exports from Scandinavia were increasing and the UK market seemed poised for some growth. Last month, a UK subsidiary of ABB won a £150m (\$240m) contract to build and lease rolling stock to Network SouthEast, part of the UK rail network.

ABB is maintaining its forecast that profits before tax and non-recurring items in the full year will be at about last year's level of \$1.1bn.

However, it signalled that net income would be lower, largely because of a \$500m restructuring provision announced in August and the resultant higher tax rate.

For the nine months, profits before taxes and non-recurring items were down 1 per cent to \$722m, but up 15 per cent in local currencies. The power plant, financial services and transportation segments improved earnings.

Revenues were down 6 per cent to \$19.8bn, but up 4 per cent in local currencies. Order intake, down 15 per cent to \$20.3bn, was down only 6 per cent in local currencies.

● Holderbank, the Swiss cement group, said it had placed 200,000 bearer shares with its treasury with Union Bank of Switzerland.

Non-recurring items belated in the third quarter to \$151m from \$30m, as about 30 per cent of the provision was booked.

Third-quarter revenues were down 7.5 per cent to \$6.7bn, but operating earnings jumped 38.5 per cent to \$482m. ABB adjusts revenues upwards and financial income downwards as a way of attributing to its divisions the interest earned from cash advances from customers.

When, as in the third quarter, this process makes operating profits grow more quickly than pre-tax profits, it means that involving on projects from which the group has cash advances has been brisk.

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## Volvo awaits shareholder vote on Renault merger

By Hugh Carnegie  
in Stockholm

The first of Volvo's major shareholders is expected to decide today whether it will back the Swedish group's controversial plans to merge its car and truck operations with state-owned Renault of France.

The so-called Fifth Fund state pension group holds only 1.3 per cent of the voting capital in Volvo. However, a decision by its board is seen as a key indicator of whether new information published by Volvo on Monday has swung opinion among sceptical institutional shareholders in favour of the deal.

A decision is also expected tomorrow by the Fourth Fund state pension group which,

with 7.5 per cent of the voting capital, is the second-largest shareholder in Volvo after Renault, which holds 10 per cent.

The "pension" funds are regarded by Volvo as core shareholders which must be won over if a secure majority is to be gained for the merger at the shareholders' meeting on December 7.

On Monday, Volvo said the French state had undertaken not to use a golden share it plans to hold in the merged Renault-Volvo company to force down Volvo's proposed 35 per cent holding in the new group.

Mr Edouard Balladur, the French prime minister, has also set a target of privatising Renault by the end of next year. Both issues are central to

Swedish concerns about the merger.

Renault is also hosting a meeting of major Volvo shareholders in Paris today, in a further bid to win support for the deal.

Meanwhile, Volvo said yesterday a motion had been tabled by a single, unnamed shareholder for the December 7 meeting calling for the immediate sacking of Mr Pehr Gyllenhammar, Volvo chairman, if the merger is voted down.

General Electric of the US has pulled out of the bidding for Gota Bank, a state-owned Swedish bank which the government plans to sell off by the end of the year, officials said yesterday.

GE was the only foreign bidder for the bank.

## Knight gives up top post at Murdoch media group

By Raymond Snoddy  
in London

Mr Andrew Knight, once designated as Mr Rupert Murdoch's chosen successor in the event of emergency, has given up the executive chairmanship of News International.

The former editor of The Economist will in future only be chairman of the company that holds Mr Murdoch's UK interests.

Mr Gus Fischer, managing director of News International, will become chief executive.

News International, which has interests ranging from five national newspapers in the UK to a 50 per cent stake in British Sky Broadcasting, made it clear that the change of title would give Mr Fischer "executive oversight of News International".

As a result, the chairman would be free "to concentrate on the corporate interests of the company".

News International said yesterday the changes in title followed the changes in function that had, in effect, already happened.

Mr Fischer, who also remains chief operating officer of the main Murdoch corporate vehicle, News Corporation, will continue to run News International on a day-to-day basis.

Mr Knight will concentrate on relations with government and other companies, and with regulatory issues.

In 1990, Mr Murdoch said Mr Knight would be his successor until his children grew up "if I should turn out to be mortal".

The News Corp chairman and chief executive said last year nothing had changed "except that the children are older".

In October, Mr Murdoch said his wife Anna would act as non-executive chairman in an emergency, and there was no mention of Mr Knight.

The further elevation of Mr Fischer, a German-Swiss businessman who first met Murdoch in New York, emphasises his growing role in helping to run the once-again expanding Murdoch empire.

## Elf-Aquitaine wipes slate clean

Asset sales are central to plans for privatisation, writes John Ridding

Four months after taking his seat at the head of Elf-Aquitaine, and with privatisation looming, Mr Philippe Jaffré yesterday gave his prognosis.

France's largest industrial group will, he said, see net profits fall by about 50 per cent, to just over FF1bn (\$170m), this year. Recovery next year is likely to be slower than expected by most observers, as a result of the continued downturn in European markets, the weak oil price and the depressed chemicals sector.

In response, he outlined a strategy of cost-cutting, disposals and strict limits on capital expenditure.

Mr Jaffré's statement indicated a clean-up rather than a crisis. "He is providing for risks and preparing the group for privatisation," says Mr Vincent Bazi, head of research at Baring Securities in France.

The government is due to sell its 50.8 per cent stake in the oil group early next year, and Mr Jaffré wants to be ready.

Yesterday's warnings show he is treading a familiar path. Both Banque Nationale de

Paris, which was privatised last month, and Rhône-Poulenc, which is in the final stages of its sale, issued profits warnings before being offered to the public, and took steps to clean up their operations. Part of the reason, say analysts, is to constrain the share price ahead of the pricing of the issue.

At the operating level, Elf continues to perform reasonably well, given the recession in Europe and the weakness of the oil price. Operating income is expected to fall 20 per cent for the year as a whole, after a fall of 34 per cent in the first six months. Cash-flow, the most important indicator for oil companies, is expected to be about FF24bn for the year, roughly the same level as last year.

Debt, however, is perceived as a problem. "What concerns me is the growth of financial charges," said Mr Jaffré, emphasising that his priority was to stabilise the group's debt-equity ratio by the middle of next year, and reduce it thereafter. At the end of June,

gearing stood at about 37 per cent. It is forecast to rise to between 45 and 50 per cent by the end of the year.

The rise in borrowings is the legacy of his predecessors, notably Mr Louis de Broglie-Prigent, who pursued an ambitious policy of acquisitions and investments. At the end of June, group borrowings stood at FF38.8bn.

"It has become a heavy burden," said Mr Jaffré. "At a time when our competitors are taking steps to reduce borrowings, so should we."

The target is to keep the debt-equity ratio below 50 per cent.

This is where the clean-up comes in. Elf plans to reduce its borrowings through a series of asset sales. This will involve the unravelling of many of the group's financial holdings in other businesses.

Mr Jaffré offered no specifics regarding the sales. However, he has plenty to choose from.

The company has an estimated FF15bn tied up in numerous shareholdings in other groups, including Bidermann, the textiles group, Compagnie Financière de Suez, and

Compagnie Générale des Eaux, the construction and communications group.

More immediate candidates for sale, however, are likely to be the FF5bn or so of investments in non-listed companies accumulated over the past 20 years.

The sale of assets is not expected to affect the group's core businesses.

This would appear to include Yves Saint Laurent, the cosmetics and luxury goods group, acquired controversially by Mr de Broglie-Prigent. "I think it is still group strategy to build up its health and beauty business," said one analyst in Paris.

As for broader strategy, a stronger balance sheet should enable Elf to play its part in the government's privatisation programme.

Mr Jaffré described as "strategic" his company's relations with Union des Assurances de Paris, the insurance group, and Renault. His comments hinted at a new set of cross-shareholdings when the two companies follow Elf to the auction block.

## Allied-Lyons reports 14% rise in profits at half time

By Philip Newstone in London

Allied-Lyons, the UK drinks, food and retailing group, reported a 14.4 per cent increase in first-half profits despite a lower-than-expected contribution from brewing.

Carlsberg-Tetley, the brewing joint venture formed last December, got off to a tough start, facing heavy discounting by competitors in a UK market in which volumes were still affected by recession and by cross-channel shopping.

Trading profits of £68m (£42.7m) were up to 30 per cent below market expectations. Beer sales dipped well below the overall 3 per cent decline for the industry, partly as a result of the reduction in the

number of Allied's pubs, and market share fell 0.5 per cent to 17.5 per cent.

The results did not alter Allied's confidence in the long-term outlook. "We see brewing as a good long-term cash generator," said Mr Tony Hales, chief executive.

Its commitment to establishing Carlsberg-Tetley as a strong leading brewer was unaffected, he added. "But that task will not be helped if the Chancellor fails to deal with the impact of cross-border shopping. Latest estimates are that the current loss of duty and VAT revenue on drink is running at least at £30m."

Group pre-tax profits, excluding exceptional, for the 26 weeks to September 18, rose

from £267m to £280m, helped by a £10m gain from currency translation.

On an FRSS basis, taxable profits increased from £24m to £28m, after an exceptional loss of £21m on the disposal of Chateau Latour, the Bordeaux vineyard. Earnings per share grew 5 per cent to 18.9p and the interim dividend is lifted to 7.3p.

Trading profit was 7.2 per cent ahead at £400m on turnover which rose from £2.57bn to £2.73bn. The Hiram Walker spirits division increased its profit contribution 3.4 per cent to £11m.

"Premium brand performance supports the view that spirits brands continue to have a bright future," said Mr Hales.

## VW to finalise Skoda finance package

Volkswagen, the German motor group, is expected to finalise revised long-term financial plans for Skoda Auto, the Czech carmaker, within the next week, Reuters reports from Prague.

Skoda said it would visit Volkswagen headquarters in

Germany within the next few days to finalise the package. A public announcement was expected soon after the completion of the plan.

VW said in September it had rejected its financial package for Skoda, after sharply cancelling an \$870m

loan. Volkswagen took a 31 per cent share in Skoda when the Czech carmaker was privatised in 1991. VW said then it planned up to DM5bn (\$6.39bn) in capital expansion by the turn of the century, while increasing its stake in Skoda to 70 per cent.

## VME Group expects return to the black

By Andrew Baxter

VME Group, the big construction equipment producer owned by Volvo of Sweden and Clark Equipment of the US, will move back into profit this year after losing \$94m in 1992, said Mr Tuve Johansson, president and chief executive.

Mr Johansson attributed the recovery partly to the devaluation of the Swedish krona, but mainly to the restructuring of the group, which has reduced the workforce by 4,500 to just 6,500 over the past two years.

He was speaking on the eve of an announcement by VME and Japan's Hitachi Construction Machinery on an agreement to establish a joint venture in the rigid dumptruck business.

The two companies said in March they had signed a letter of intent to form the venture, which they see as a vehicle to strengthen their strategic positions in the construction and mining industries.

Today's announcement will disclose that VME will transfer its rigid dumptruck business to a new US-based company, Euclid-Hitachi Heavy Equipment.

Hitachi will take a "substantial minority stake" in the new company in two steps, starting with a 19.5 per cent holding to be implemented on December 31, a day before the new venture becomes operational.

The agreement goes further than was at first suggested. Hitachi will also distribute VME's Volvo BM articulated dumptrucks and large wheel loaders in Japan. However, Mr Johansson stressed that Hitachi and VME remained separate and were co-operating only in specific areas.

## La Rinascente share price slide continues

By Haig Simonian in Milan

La Rinascente, the Italian stores group being sold indirectly by Fiat to the IRI holding company, yesterday saw another sharp fall in its shares on the Milan stock market, accounting Monday's 15 per cent drop.

IRI shares slipped by almost 2 per cent, to L7,385, as more investors reacted to the news that IRI's public tender offer for Rinascente stock had been three times subscribed.

IRI, which is active in food production but has no retailing activities, announced in September it would bid for Rinascente, Italy's biggest stores group. The step came just as Fiat unveiled a big financial restructuring, including a rights issue and an offer to sell its 46.3 per cent stake in Rinascente to Fiat shareholders at L9,500 a share.

Fiat's proposal received only a lukewarm response from shareholders, who bought only about 40 per cent of the stock on offer.

The remainder of Fiat's stake in Rinascente's ordinary share capital went to the banks underwriting the transaction.

By contrast, IRI's subsequent offer to buy Rinascente shares at L12,500 each provoked a massive response. However, the terms were deliberately limited to 33 per cent of the retailer's ordinary shares to avoid triggering a full takeover bid under Italian stock market rules.

As a result, surplus stock in Rinascente has been flooding the market, coming either from the banks which underwrote Fiat's sale or disgruntled private investors seeking to get the best price for their shares.

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Payment of interest due on December 31, 1993 and repayment of principal will be made in accordance with the Terms and Conditions of the Notes.

Interest will cease to accrue on the Notes as from December 31, 1993. Notes previously drawn and not yet presented for redemption: none. Payment will be made at any of the following paying agencies listed below.

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43, boulevard Royal

L-2065 Luxembourg

Nomura International plc

Nomura House

1 St Martin's-le-Grand

London EC1A 4NP

Crédit Lyonnais

18, Boulevard des Italiens

75002 Paris

The Fiscal and Principal Paying Agent

KRL Kreditbank Luxembourg

Luxembourg, November 24, 1993

U.S. \$250,000,000

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CORPORATION

Subordinated

Floating Rate Notes Due 2001

Issued 10th February 1993

Interest Rate 5% per annum

Interest Period 24th November 1993

24th February 1994

Interest Amount per U.S. \$50,000 Note due

24th February 1994 U.S. \$638.89

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U.S. \$150,000,000

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Interest Rate 5 1/4% per annum

Interest Period 24th November 1993

24th February 1994

Interest Amount per U.S. \$50,000 Note due

24th February 1994 U.S. \$670.83

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Agent

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Notice is hereby given that the rate of interest has been fixed at 3.7125% and that the interest payable on the relevant interest payment date, May 24, 1994 against Coupon No. 10 in respect of US\$ 10,000 nominal of the notes will be US\$186.66.

November 24, 1993, London

By Citibank, N.A. (Issuer Services), Agent Bank CITIBANK

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Notice is hereby given that the Rate of Interest has been fixed at 10.5% and that the interest payable on the relevant interest payment date May 24, 1994 against Coupon No. 18 in respect of US\$10,000 nominal of the Notes will be US\$137.92 in respect of US\$250,000 nominal of the Notes will be US\$137.92.

November 24, 1993, London

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U.S. \$100,000,000

Floating Rate Senior Notes Due May 1995

(for which U.S. \$25,000,000 have been issued as Initial Placement)

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November 24, 1993, London

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And it's not in New York. Or London. Or Tokyo. Today, the world's largest marketplace is the Chicago Mercantile Exchange. Measured by the dollar volume of contracts traded, it is three times the size of any other futures exchange. Eighty-five trillion dollars worth of financial instruments and commodities changed hands on its trading floor last year. This year looks like a hundred trillion dollars. The world comes here to trade

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futures exchange anywhere. The world comes here to trade because a bigger marketplace offers greater liquidity. And innovative financial instruments that evolve as needs evolve. This is the marketplace where the world discovers, moment-by-moment, the true world price of currencies, equities, interest rates and some physical commodities. This is the market that matters most.



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October, 1993

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## Indian steel group ahead 18% after six months

By Kunal Bose  
In New Delhi

The Steel Authority of India (SAIL), the country's largest steel producer, lifted net profit 18 per cent to Rs630m (\$80m) for the six months to the end of September due to increased sales and cost-cutting.

SAIL's performance contrasts sharply with that of Tata Iron and Steel, the country's second largest steelmaker, which recently reported a sharp fall in profit.

SAIL, a state-controlled enterprise in which the government has sold a 10.52 per cent stake to private shareholders, stands out as among the most efficient of India's large state-owned industrial enterprises. Its managers have taken advantage of the changes brought about by the liberalisation of India's economy in the past two years, whereas Tata Steel's financial performance has suffered from management upheavals and from the cost of a large modernisation programme.

SAIL's turnover in the period rose 12 per cent to Rs50,630m. Production of steel rose 6 per cent to 4m tonnes in the half-year.

Mr M. R. Nair, chairman, said the product mix had been changed to suit market conditions. The improved performance came in spite of the stagnation in the market, and was attributed by Mr Nair to "all-round improvement in productivity and reduction in costs. The energy consumption per tonne of steel produced has been brought down significantly."

Exports rose almost fourfold to Rs3,210m.

## Powerful position for Hopewell

Simon Holberton on a flotation offering exposure to Chinese electricity

Hopewell Holdings, the Hong Kong property and infrastructure conglomerate controlled by Mr Gordon Wu, yesterday brought its electric power assets to the Hong Kong stock market in a capital raising initially worth nearly HK\$1.1bn (US\$145m).

The deal offers investors the chance to participate in China's expanding electricity industry. For Hopewell, it means a profit of nearly HK\$1.2bn on its investments in electric power, and the transfer of about HK\$300m of debt from its balance sheet to that of Consolidated Electric Power Asia (CEPA), the subsidiary to be floated.

Today, Hopewell offers Hong Kong investors 93.8m CEPA shares at HK\$12.50 each. The company's financial advisers, Peregrine Capital and Wardley, said yesterday that 351.4m shares at HK\$12.50 each had been placed with international investors. In total, Hopewell will raise some HK\$6bn through the flotation and placements.

In the words of one of CEPA's advisers, the float is "not the most straightforward of offerings". Hopewell has subscribed to 47m shares in CEPA at HK\$10 a share, and is selling these to investors at HK\$12.50 each.

Hopewell will also subscribe to 800m shares at HK\$10 each. Half of this is payable now and the remainder in two equal instalments on successive anniversaries of CEPA's December 8 listing. On full payment of the partly paid shares, Hopewell's interest will rise to 62.8 per cent.

CEPA comes to market with one of the most demanding valuations ever seen in the colony. The offer price represents a prospective price to earnings ratio of about 40 times forecast

1994 earnings of HK\$208m, and a 32.4 per cent premium over net tangible assets of HK\$9.44 a share.

However, analysts said the small size of the public offering combined with demand for CEPA shares should ensure that its shares perform well initially. In the longer term, the company's fortunes will depend on the extent to which

deals yet to be made. What is the real value of this company? I don't know."

The balance investors have to strike is between China and, more broadly, Asia's demand for electric power and the likelihood that "letters of intent" and "preliminary discussions" which CEPA has with provincial mainland authorities will materialise into contracts.



Gordon Wu: buyers are gambling on his skills and China's future

Mr Wu can replicate past successes in building and operating power stations in China and the Philippines.

Indeed, CEPA is almost a pure "concept" stock and a gamble not only on Mr Wu's business skills but on China's future. As Mr Eamonn McManus, director of corporate finance at Wardley, one of the company's financial advisers, said yesterday: "People are investing in CEPA because they are buying Gordon Wu's expertise and track record."

Valuing the company is difficult and highly subjective, said Mr Archie Hart, director of research at Crosby Securities, a local brokerage. "The value of this company is in a lot of

China's demand for power, and its desire to develop rapidly its generating capacity is a matter of record. Annual electricity consumption per head was just 562kW in 1991, against 4,418kW in Hong Kong and 11,838kW in the US. China wants to add between 10,000 and 15,000 megawatts of capacity each year until the end of the century.

CEPA believes it is well placed to build some of this extra capacity. According to its prospectus, CEPA has a "preliminary agreement" to install 1,320MW of power generating capacity in Guangdong province, "letters of intent" to install 6,800MW of power in Jiangsu, Henan and Shandong prov-

inces; and has had "preliminary discussions" with two localities to install up to 8,900MW of capacity.

Mr Stewart Elliot, CEPA chief executive, indicated yesterday that up to 14 other deals on the Chinese mainland were being discussed when he said that CEPA has 20 letters of intent from various provinces. But he agreed that investors were buying CEPA on the basis of its future prospects.

He said, however, there was "absolutely no doubt" in his mind that the projects referred to in the company's prospectus would materialise. After the CEPA float, "negotiations to formal contracts will come very shortly," Mr Elliot said.

Hopewell has demonstrated its ability to build large power stations below budget and ahead of schedule. Currently under construction are Shajiao-C in Guangdong - a 3,800MW coal-fired station - and Pagbilao in the Philippines, which is a 2,367.5MW unit. Together with other projects in the Philippines and China, these constitute the company's assets.

When they are constructed, CEPA will have generating capacity of 4,000MW, making it one-and-a-half times the size of Hongkong Electric and two-thirds the size of China Light & Power. Mr Elliot says the company's strategic aim is to become the "principal independent supplier of power in Asia for the foreseeable future."

Part of this entails becoming a retailer of off-the-shelf power. CEPA, Mr Elliot claims, is close to achieving what every first world power utility would like to do: standardise its product. Savings from standardisation would amount to between 15 per cent and 20 per cent of the cost of generation equipment, he said.

## NOTICE OF MEETING TO HOLDERS OF SENIOR DEBENTURES OF TRIZEC CORPORATION LTD.

NOTICE IS HEREBY GIVEN that a meeting (the "Meeting") of the holders of:

Cdn.	\$4,441,000	9 1/2%	Senior Debentures to mature November 15, 1993;
Cdn.	\$2,904,000	10 1/2%	Senior Debentures to mature June 1, 1998;
SF	100,000,000	6 1/8%	Bonds 1983 - 1993;
Cdn.	\$60,000,000	11 7/8%	Senior Debentures to mature March 15, 1996;
SF	100,000,000	5 5/8%	Bonds 1985 - 1995;
ECU	\$5,000,000	9 1/4%	Senior Debentures to mature September 13, 1995;
ECU	\$75,000,000	10%	Senior Debentures to mature October 1, 1996;
SF	100,000,000	5%	Bonds 1987 - 1997;
U.S.	\$125,000,000	10 1/4%	Senior Debentures to mature 1995;
Cdn.	\$125,000,000	10 1/4%	Senior Debentures to mature June 22, 1999 and 10 1/2% Senior Debentures to mature June 22, 2009
SF	150,000,000		Senior Debentures to mature 1997;
U.S.	\$50,000,000		Senior Debentures to mature 1997;
U.S.	\$40,000,000		Floating Rate Notes to mature 1998; and
Cdn.	\$115,000,000	11.125%	Senior Debentures to mature June 18, 1998

(collectively the "Debentures") issued by Trizec Corporation Ltd. (the "Company") pursuant to the terms of a trust indenture bearing formal date of March 15, 1972 (as amended and supplemented the "Trust Deed") will be held at 10:00 o'clock a.m. Toronto time on the 18th day of December, 1993 at Sheraton Centre, Conference Rooms B and C, 123 Queen Street West, Toronto, Ontario, Canada, for the purposes of:

1. Updating the holders of the Debentures (the "Debtentureholders") as to the events of the past few months and the efforts of Montreal Trust Company of Canada (the "Trustee") and certain of the Debentureholders on their behalf;
2. Considering and, if thought fit, passing an extraordinary resolution (the "Extraordinary Resolution") pursuant to clause 23.1.13 of the Trust Deed to formalize the appointment of a committee to represent the interests of the Debentureholders;
3. Considering and, if thought fit, passing such extraordinary resolutions and other resolutions pursuant to the Trust Deed as may be necessary or desirable at the date of the meeting; and
4. Taking such further or other action, whether by way of extraordinary resolutions pursuant to the Trust Deed or otherwise, as may be advisable.

A copy of the Extraordinary Resolution contemplated in paragraph 2 above together with proxy materials and information relating to voting in respect of unregistered debentures is available at the branch offices of the Trustee and other institutions set forth below.

This notice is given pursuant to the Trust Deed with the intent that any extraordinary resolution adopted at the Meeting or at any adjournment thereof in accordance with the Trust Deed shall be binding upon all Debentureholders and his or her heirs, executors, administrators, successors and assigns whether present or absent and that the Trustee (subject to the terms of the Extraordinary Resolution and the terms of the Trust Deed) shall be bound to give effect thereto accordingly. This notice describes only the general nature of the business to be transacted at the meeting and Debentureholders are urged to attend the meeting to be advised of the specific details.

Each Debenture entitled to be voted at the Meeting will entitle the holder thereof to one vote for each \$1,000 principal amount of Debentures held (determined in the case of Debentures issued in currencies other than Canadian Dollars by converting the principal amount thereof to Canadian Dollars at the average noon spot rate of exchange on November 15, 1993 for converting such currency into Canadian Dollars, as reported by the Bank of Canada).

The holders of fully registered Debentures of record at the close of business on November 15, 1993 will be entitled to notice of and to vote at the Meeting or any adjournments thereof, provided that a transferee of such Debentures, after such record date may, not later than 10 days before the Meeting, establish a right to vote by providing evidence of ownership of such Debentures and requesting that the name of the transferee be placed on the voting list in place of the transferor.

Holders of unregistered Debentures in bearer form desiring to attend and vote in person or by proxy at the Meeting or any adjournments thereof, without producing such Debentures, may deposit same with a depositary listed below and will receive in exchange voting certificates which will entitle the holder named therein to be present and vote at the Meeting and at any adjournment thereof or to appoint a proxy to represent and vote on behalf of the Debentureholder at the Meeting and at any adjournment thereof. Debentures so deposited will be held on deposit until after the Meeting and any adjournment thereof and will only then be returned to the depositor on presentation of the receipt therefor.

A Debentureholder may attend the Meeting in person or may appoint another person as proxy. To appoint a person to attend as proxy a Debentureholder must deposit with the Trustee an instrument appointing the proxy signed by the Debentureholder or an attorney of the Debentureholder.

A Debentureholder who is unable to attend the Meeting is requested to date, sign and return the form of proxy to Montreal Trust Company of Canada, 411 - 8th Avenue S.W., Calgary, Alberta, Canada, T2P 1E7 at least 48 hours, excluding Saturdays, Sundays and holidays preceding the time set for the Meeting or any adjournment thereof or to deposit same with the Chairman of the Meeting at the Meeting.

Persons appointed as proxies need not be Debentureholders. Debentureholders may not appoint the Trustee as proxy.

All instruments of proxy referred to herein shall be in a form satisfactory to the Trustee. The form of proxy names David Richardson of Ernst & Young Inc. and Derrick Tay of Melghen Demers as proxy nominees. Messrs. Richardson and Tay are representatives of the Financial and Legal Advisors respectively, retained by the Trustee in accordance with the terms of the Trust Deed. Debentureholders are of course free to identify another individual as their proxy nominee to attend and vote at the Debentureholders' Meeting in accordance with the enclosed proxy instructions.

Copies of this notice and the accompanying form of Extraordinary Resolution and suitable forms of proxy and instructions relating thereto are being mailed by registered mail to all holders of fully registered Debentures and Debentures registered as to principal only. Additional copies of such documents and instructions and forms of voting certificates and proxies for the purpose of enabling the holders of unregistered Debentures to be present and vote at the Meeting in person or by proxy may be obtained at any one of the following:

Montreal Trust Company of Canada 411 - 8th Avenue S.W. Calgary, Alberta Canada T2P 1E7	Montreal Trust Company of Canada 510 Burrard Street Vancouver, British Columbia Canada V6C 3B5	Montreal Trust Company of Canada 15 King Street West Toronto, Ontario Canada M5H 1B4	Montreal Trust Company of Canada Place Montreal Trust 1800, avenue McGill College Montreal, Quebec H3A 3K9
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Swiss Bank Corporation 1 High Timber Street London, England	Royal Bank of Canada (Suisse) Rue Deloy 1211 Geneva 11 Switzerland		

DATED this 16th day of November, 1993.

MONTREAL TRUST COMPANY OF CANADA,  
Trustee

## Macquarie Bank turns in 17% rise with equities division boost

By Nikk Tait in Sydney

Macquarie Bank, the Sydney-based institution in which Hill Samuel holds a minority stake, yesterday reported a 17 per cent rise in its earnings in the six months to end-September, a 17.4 per cent improvement over the same period of 1992.

Mr Allan Moss, managing director, said the performance of all the group's main activities had been "above budget". Macquarie does not break down results by division, but the bank added that about one-third of group earnings came from fees, a similar amount

from trading activities, and the final third from interest margins.

The bank, whose structure is closer to that of an investment bank, said that its equities division had a particularly buoyant first half, "well exceeding" the same six months in 1992. Macquarie Equities claimed the number one position in terms of market share on the Australian Stock Exchange in September and October, and the group's underwriting business also benefited from the surge in new issues.

Non-accrual loans were A\$44m or 2.6 per cent of loan

assets, compared to A\$28.1m, while net losses on bad and doubtful loans totalled just A\$0.58m, compared to A\$1.03m.

Total assets at the half-year were A\$3.67bn, up by 15.8 per cent and the total capital adequacy ratio was 13.94 per cent. St George Bank, an Australian regional bank, yesterday reported an operating profit of A\$82.8m (US\$54.7m) after tax and abnormal or unusual items for the 16 months to September 30, AP-DJ reports from Sydney. St George said it would pay a dividend of 20 cents a share for the six months to end-September, making a total of 50 cents for the 16 months.

## Sotheby's chief to quit in January

By Antony Thornicroft

Mr Michael Ainslie, president and chief executive of Sotheby's Holdings, is to leave the US-owned fine art saleroom in January. He will be succeeded by Mrs Diana Brooks, president and chief executive of Sotheby's worldwide auction business.

Mr Ainslie, 50, joined Sotheby's in 1984 from the American National Trust. He said yesterday that he had always planned to stay for 10 years. He had told Sotheby's chairman and chief shareholder, Mr Alfred Taubman, last January that he wished to resign, and in April Mrs Brooks, 43, took over the day-to-day running of the company.

Under Mr Ainslie, Sotheby's consolidated its position as an international auction house and the largest in its field. However, it was hit badly by the recession and this month announced a net loss for the first nine months of 1993 of \$1.3m, although that was a slight improvement over 1992. Mr Ainslie, a large shareholder in Sotheby's, will remain a director but expects to take another job. Mrs Brooks' executive role will be shared between three or four colleagues.

## Canadian investment for French gas utility

By Robert Gibberis in Montreal

Gas de France is injecting C\$100m (US\$75.2m) into Noverc, the holding company that controls Quebec's regulated natural gas distributor and several non-regulated businesses.

This gives the French utility 24 per cent of Noverc, which has been looking for a strategic partner for some time.

It becomes a partner in Noverc with Soquip, a Quebec government energy agency (28 per cent), the Caisse de Depot (30 per cent), and Levesque Beaudin (8 per cent).

Noverc and Soquip control gas production in western Canada and the gas pipelines between Montreal and Quebec City. The Caisse de Depot, with assets of nearly C\$450m, man-

ages the Quebec public sector pension funds.

Gas de France said its investment was part of its international expansion. The two groups have had technical partnerships for some time. Noverc's gas distribution unit, Gaz Metropolitain, has a pipeline network covering more than 5,000 miles (8,000km) in Quebec and Vermont. It bought New England Gas last year and plans to become a significant force in the north-eastern US. Its long-term strategy includes using the St Lawrence Valley as a distribution hub with direct pipeline connection to the Boston area.

For the year ended September 30, Gaz Metro had sales of more than C\$1bn and profit of C\$111.4m.

## ASX urged to extend voting debate

By Nikk Tait

The Australian senate's joint statutory committee on corporations and securities has called on the Australian Stock Exchange to extend the deadline for submissions on differential voting rights until the end of February.

The issue has arisen in the

context of a controversial plan by Mr Rupert Murdoch to issue News Corp shares with "super voting rights" on a pro rata basis to existing shareholders. The ASX has asked the investment community to submit views on the principles underlying the scheme by November 29, and has indicated that it will make a deci-

sion on the issue before Christmas. However, Senator Michael Beahan, who chairs the committee as well as a recently-announced inquiry into the role of institutional investors, said the ASX procedure on the super shares matter was "not acceptable to the committee", and called for the longer timetable.

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Notes due 1994

For the six months interest period  
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24, 1994 the interest rate has  
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the interest payment  
date, May 24, 1994, will be  
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principal amount.

By The Chase Manhattan Bank, N.A.

Calculations Agent

November 24, 1993

CHASE

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SEKOPBANK

Floating Rate Notes

due 1994

Interest Rate 3.75% p.a.

Interest Period November 23, 1993

February 23, 1994

Interest Amount due on

February 23, 1994 per

US\$ 1,000 US\$ 9.58

US\$ 10,000 US\$ 95.83

By The Chase Manhattan Bank, N.A.

Calculations Agent

November 24, 1993

CHASE

Agent Bank







## COMPANY NEWS: UK

# Profits held back as intensified competition and continued price-cutting are forecast

## Northern Foods rises 5% to £72.1m

By Guy de Jonquieres,  
Consumer Industries Editor

Northern Foods, the dairy and food manufacturing company, yesterday forecast intensified competition and continued price-cutting by supermarkets after reporting a 5 per cent rise in pre-tax profits to £72.1m in the six months to the end of September.

Northern said its performance had suffered from much faster than expected growth in liquid milk sales to supermarkets, at the expense of more profitable doorstep deliveries, and from the continuing decline of small high street shops.

Mr Christopher Haskins, chairman, said Northern had successfully resisted pressure to cut its prices to supermarkets and hoped to secure a modest price rise in May. However, market conditions had obliged it to accelerate cost-cutting plans.

He said discounting and reductions in product quality caused by competition

in the retail trade were unsustainable in the long run.

They risked damaging supermarkets' brand image, while suppliers which competed purely on low profits would be unable to make satisfactory returns.

Northern was determined to maintain a high level of product quality and to continue to compete on innovation, service and value, not on low price.

The increase in the first-half figures, which compare with £68.4m a year ago, equalled almost exactly a drop in interest charges, and reflected mixed operating results. Sales rose by 3.5 per cent from £269.5m to £278.1m.

Operating profit of the dairy division edged up to £40m (£39.7m) - the first time Mr Haskins could remember when the performance of the business had stagnated.

Sales increased by 4 per cent to £477.3m (£457.1m), reflecting a surge in liquid milk sales to supermarkets, which carry a lower margin. Doorstep

delivery volumes, excluding acquisitions, fell by 11 per cent. The company expected doorstep deliveries to fall to 30 per cent of total liquid milk deliveries in less than five years.

Operating profit on convenience foods rose from £21.5m to £22.5m on sales of £372.3m (£363.4m), while grocery saw profits advance to £29.5m (£28.6m) on sales of £105.9m (£99.3m).

Sales to Marks and Spencer, Northern Foods' biggest customer, had advanced strongly, while Park Cakes and Fox's businesses had performed particularly well.

However, profit on meat products fell to £2.4m (£3.4m) on sales of £143.3m (£153.1m). The decline reflected a reduction in van sales to small shops and selective trading down by consumers.

Earnings per share advanced to 9.37p (8.90p). The interim dividend is raised from 3.4p to 3.5p.

### COMMENT

Northern Foods appears so far to have fended off retailer pressures to cut prices, thanks partly to its emphasis on premium products such as chilled foods and up-market groceries, which are on the sidelines of the supermarket's war. However, not all its customers are like Marks and Spencer. Its biggest weak spot is liquid milk, almost half its business. Though it insists retailers are bearing most of the cost, their aggressive pricing is capturing sales from doorstep deliveries at alarming speed. Meanwhile, its highly profitable sales to small shops are suffering, as more consumers desert them for big supermarkets. At this stage, Northern Foods' warnings that the price war is unsustainable seem based more on hope than expectation. With no sign of a let-up in the second half, analysts have been downgrading their full-year forecasts to no more than £160m, compared with £153m last time.

## Ronson named in \$83m Pima lawsuit

By Maggie Urry in London and Patrick Harverson in New York

Mr Gerald Ronson and his co-director of Heron International, Mr Alan Goldman, are two of 13 defendants named in an \$83m (£55.7m) lawsuit initiated by a US federal agency earlier this month.

The suit concerns Pima Savings & Loan, an Arizona-based thrift, formerly a subsidiary of Heron. Many believe that without the losses Heron made on Pima it might have avoided the need for a £1.4m financial restructuring, which was completed in September.

The suit was foreshadowed in Heron's restructuring document published in May. That disclosed that the Resolution Trust Corporation, which is investigating the affairs of Pima, had asserted that \$83m had been lost through "unsafe and unsound lending practices and mismanagement" among other things. The RTC demanded repayment of the \$83m from the former directors and officers of Pima failing the submission of reasons why the RTC should not seek reimbursement.

The document said that Heron was liable to indemnify the directors and officers against the losses.

Heron acquired Pima in 1980 and it expanded rapidly. But in the late 1980s it hit problems, along with hundreds of other savings and loan businesses, and Heron attempted to sell it.

When these efforts failed, the business was taken over by the Office of Thrift Supervision in March 1990 and later went into receivership. Heron wrote its investment in Pima down to nothing.

In the 1990 accounts, Heron showed a loss from discontinued businesses, largely Pima, of £193.2m, after a £29.4m loss in 1989.

In the lawsuit, filed in Phoenix, Arizona, the RTC claimed that under Heron's ownership Pima had turned from a simple home lender to an aggressive commercial lender chasing a high return on assets.

The shares rose 14p to 223p.

## Vodafone improves to £174.5m but warns of downturn

By Andrew Adams

Vodafone, the UK mobile communications group, reported interim pre-tax profits up 8.9 per cent from £160.2m to £174.5m for the six months to September 30, but warned that high start-up costs for overseas licences were likely to depress profits for the next two years.

Mr Gerry Whent, chief executive, also projected additional heavy start-up losses next year should Vodafone win the licence to run the new national lottery in its consortium with Hambro's, Carlton and Associated Newspapers.

Mr Whent raised the possibility that in spite of Vodafone's large cash reserves - £196.3m at September 30 - it might take on a "relatively small" amount of debt to meet investment obligations next year.

Group turnover was up 22 per cent at £389.8m (£319.8m), but operating profit fell from 48 per cent of sales to 43 per cent, mainly because of new overseas licences.

Through its expansion programme, Vodafone's overseas licences now cover a population equivalent to 42 per cent of its UK base, adjusting for relative income.

New networks opened in Greece in July and Australia in October.

To achieve its goal of a 50:50

population split between UK and overseas licences, adjusting for income, the company intends to bid next year as part of consortia for new cellular licences expected in Belgium, Italy, France and the Netherlands.

Overseas operations incurred net losses of £13m for the six months, projected to grow to about £25m over the full year because of start-up costs.

Mr Whent anticipated losses of about £50m next year, with networks in the first year of operations in Germany, South Africa, Fiji and Australia. In 1994-95 overseas investment will for the first time exceed UK investment.

With only 4,500 customers between them, Mr Whent said the growth of the company's two new UK digital networks was "slower than expected". He denied it was due to the successful launch of Mercury One-2-One's digital service in the London area, attributing it to the poor availability of handset and the robustness of the existing analogue network.

Vodafone achieved 130,000 net new connections to its UK network in the six months, up 130 per cent on last year.

Earnings per share rose 8.7 per cent to 11.7p (10.8p). An interim dividend of 4.12p (3.8p) is declared.

See Lex

## Marston Thompson up 21%

By Philip Rawstorne

Marston, Thompson & Evershed, the regional brewer, raised first half profits by 31 per cent to £11.5m as reciprocal trading agreements with national brewers contributed to a 4 per cent increase in beer volumes.

Mr Michael Hurdle, chairman, said he was optimistic about a satisfactory outcome for the year though the profit increase in the second half was likely to be lower.

"With few signs of an upturn in the economy, conditions in the brewing industry remain difficult and continue to become increasingly competitive," he added.

Earnings per share during the six months to September 25, grew 19 per cent to 8.71p (7.3p) and the interim dividend is raised from 1.55p to 1.6p.

Operating profit rose from £9.28m to £11.8m on turnover edged 11 per cent at £70.1m (£63.2m).

Beer volume sales outside the company's own pubs increased by 14 per cent from benefits from the reciprocal trading agreements with national brewers, growing sales of canned draught Pedigree, and a 30 per cent rise in marketing expenditure.

"The increase in external sales is a highly encouraging result in an area that we see as having further growth potential," Mr Hurdle said.

Sales in Marston's own estate declined 3.4 per cent. The managed houses showed good growth - liquor sales 14 per cent ahead, food sales 16 per cent higher and retail trading profits growing 26 per cent - but trading conditions remained difficult for some tenanted pubs.

A long period of decline in volume sales to free houses was arrested and sales were ahead at the half year. Free trade loans were £500,000 higher but a £700,000 provision was also made for bad debts.

Capital expenditure in the first half totalled £21.8m, including £12.7m on pub acquisitions.

## Capital Radio advances by 33% to £11.7m

By Raymond Snoddy

Capital Radio, which yesterday announced a one third rise in pre-tax profits to £11.7m for the year to September, is seriously considering applying for the third national commercial radio franchise.

The Radio Authority will advertise the franchise, which has to be mainly speech-based, next week and the station could be on air by autumn 1994.

Mr Richard Eyre, managing director, said: "A lot of work needs to be done but it is too big a deal to turn down at this stage."

The format specified by the Radio Authority for the last national commercial channel in the UK for some time would mean that at least 51 per cent would have to be speech. Capital, on its two London services already offers music and sport and could add a more substantial news service.

Capital's profit increase came after excluding the exceptional gain of more than £2m from the sale of the Duke of York's Theatre. Earnings per share rose by 30 per cent to 11.3p.

The dividend is up by 6.5 per cent from 5.25p to 5.75p.

Mr Ian Irvine, chairman, said yesterday there had been a revival of confidence in radio advertising in the last three months of the year.

"Our efforts to make radio more competitive in the media market place are bearing fruit," he added.

Turnover in existing businesses increased by 6.7 per cent while costs were cut by 1.2 per cent. In the six months since its acquisition, the chairman said the Midlands Radio group contributed £1.1m to group operating profits.

Analysts are forecasting pre-tax profits of about £14.5m for the current year.

The main priority for Capital now is to retain its two London licences when they come up for renewal next summer.

Mr Eyre said yesterday that Capital FM remained London's number one radio station with a 17.3 per cent share, 5 percentage points ahead of BBC Radio 1. Capital Gold remains the number two commercial station with an 8.5 per cent market share.

The shares rose 14p to 223p.

## NSM £699,000 in the black

By Catherine Milton

NSM, the heavily-indebted international coal company, showed pre-tax profits of £699,000 for the six months to September 30, compared with losses of £1.95m last time.

"The results are the first since the completion of a series of disposals designed to reduce borrowings which began in March 1991. Borrowings had fallen to £86.8m (£94.8m) at the half-way stage, amounting to some 188 per cent (200 per cent) of shareholders' funds of £56m (£47.2m).

Interest payments of £3.94m (£4.96m) eroded profits, mainly struck on coal businesses in the UK and the US, of £4.64m (£3.86m), including a £576,000 contribution (£631,000 loss) from discontinued operations.

Turnover fell to £56.9m (£62.8m) without the benefit of last time's £5.4m contribution from discontinued operations.

Future growth in the UK would come from cutting costs and selling additional tonnage to the electricity generators "in due course", said Mr John Jermaine, chief executive. In the US, the company's operations were well placed to benefit from clean air legislation planned to be in force by 1995.

NSM was also due to see income from renting out landfill sites likely to start in the early part of 1994. "Ex-coal sites are ideally equipped to operate as landfill sites," said Mr Jermaine.

He had joined the company in 1991 and admitted NSM had a history of ill-starred diversifications: "I have no plans to

diversify. The key objective remains to build on the US operations and reduce debt."

He said there were "no obvious ways for reducing the debt" further, barring small rump disposals. The company was only likely to consider a rights issue to cover the cost of any future acquisition which is not currently foreseen.

NSM's shares are roughly 90 per cent held by institutions, including the Kuwait Investment Office, whose resources have been depleted by the costs of the Gulf war and losses on Spanish investments. NSM said the KIO had a 9 per cent stake which it had so far said it had no plans to sell.

Earnings per share were 4.3p (10.5p losses) but the company has no plans to return to the dividend list in the near future.

## Nelson Hurst seeking £31m

Nelson Hurst, the insurance broker, yesterday issued a pathfinder prospectus for its proposed listing on the Stock Exchange via a placing and intermediaries offer by Charterhouse Bank. Smith New Court Corporate Finance are brokers to the issue, writes Richard Lapper.

Nelson Hurst, which specialises in professional indemnity, Latin America and Asia, aims to raise £31m in new money. In addition, existing shareholders will sell a proportion of their shareholdings.

Directors are forecasting an operating profit of £7.2m for the year to December 31, compared with £3.8m the previous year. They also announced that Mr Graham Lockwood has been appointed non-executive deputy chairman.

## St Paul injects £20m into the Lloyd's market

By Richard Lapper

St Paul Companies, the leading US insurance and financial services group, is to become the second international insurance company to join the Lloyd's of London insurance market, taking advantage of the recent opening to corporate capital.

Last month Yasuda Fire and Marine, Japan's second biggest insurance company, injected £1.5m of capital into its Lloyd's subsidiary.

St Paul injected £20m into a new subsidiary, Campdenow Corporation, which will supply between £30m and £40m of capacity to 10 to 15 Lloyd's syndicates in 1994.

Mr Jeff Post, of St Paul, said the group was particularly

interested in obtaining access to specialist markets such as ocean marine and war risk through its participation at Lloyd's. It was also seeking to underwrite some catastrophe business.

Mr Post said that following the failure or scaling back of some of the new Lloyd's investment trusts there was a "new rush for capacity from some syndicate managers".

Merchant banks and securities have raised more than £800m from institutional and retail investors in the past few weeks. And two large US investment companies - London Market Investors and Lutine Capital Corporation - still have to finalise plans to raise some \$600m (£400m) from international investors.

## More changes proposed to FT-SE classifications

By Maggie Urry

The FT-SE Actuaries Industry Classification Committee has published its second list of changes to the proposed new classification system which is due to come into effect on January 4 next year.

The changes follow a second adjudication meeting of the committee which is part of the consultative process following the publication of initial proposals in October. A third adjudication meeting will be held next Monday.

The committee has now completed its review of the sectors and sub-sectors, and has taken decisions on two thirds of the representations made about individual companies.

It is taking the companies in sector order, so has not yet reached Incheape, the international trading and motors group, which has made strong representations about its classification as a motor distributor.

Yesterday's announcement included changes to the insurance sector and a further 57 moves of companies to different sub-sectors.

Mr Nick Fitzpatrick, chairman of the committee, said the committee recognised "that some companies may be disappointed" but once in operation

classifications would be reviewed quarterly.

One company thought to be disappointed is Wickes, which wanted to move from builders' merchants to retailers but has stayed put.

The originally proposed Insurance, Composite sector, which had only one sub-sector also called Insurance, Composite, is to be broadened and renamed Insurance.

As well as the composite insurers, it will include Insurance, Brokers, formerly a sub-sector in the Other Financial sector, and a new sub-sector called Insurance, Lloyd's Funds, which will contain the new listed Lloyd's corporate capital vehicles.

The Insurance, Life sector and sub-sector, will be renamed Life Assurance.

Among the company moves, Allied-Lyons is to switch from the Breweries sub-sector to Spirits, Wines & Ciders. Slesie and Weir Group have both been reclassified in Engineering. Diversified from Engineering Contractors, Vickers, which makes tanks and Rolls-Royce cars, is moving from Engineering, Aerospace and Defence to Engineering, Diversified.

A full list of the changes will be published in tomorrow's edition of the Financial Times.

## £11m at nine months for Wace

Shares in Wace Group rose 3p to 188p after the pre-press and specialist printing company unexpectedly reported pre-tax profits of £11.4m in the nine months to September 30, writes Andrew Bolger.

Mr Frans ten Bos, chairman, said that in view of the continued changes in the group he believed reporting the nine-

month result for the first time was the best way of keeping the market informed of the group's development.

He said the improved performance at the half year had continued. Sales for the third quarter amounted to £86.4m, taking the nine-month total above £250m. Trading profits in the quarter were £5.2m, repre-

senting a margin of 7.3 per cent, against 6.8 per cent for the first six months.

During the third quarter progress was made in cutting borrowings, which fell £8.4m in the quarter and by £12.8m in the nine months. Net borrowings at the end of September were £75.5m, down from £88.7m at beginning of the year.

### DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding dividend	Total for year	Total last year
Allied-Lyons	7.3	Feb 25	6.98	-	21
Amber Industrial	8	Jan 18	5.5	13.5	18.5
Anglo Irish Bank	1.5	Jan 29	2	3.5	3.5
Capital Radio	4	Jan 17	3.5	7.5	8.25
City London PR & I	1.27	Jan 17	1.15	-	3.5
Coast	3.25	Jan 26	4.25	5.375	10.75
Falcon Hedges	3	Jan 21	1	-	1
F&C Emerging	0.27	Jan 12	0.25	0.27	0.25
Marston Thompson	1.6	Jan 18	1.45	-	5.4
Northern Foods	8.51	Feb 9	0.8	-	8.4
Readout Int'l	0.63	Feb 9	0.63	-	2.44
Starling Inds	1.8	Feb 11	1.5	-	5.6
Stratagem	3.25p	Dec 29	4.75	4.75	4.75
Thorn EMI	4.12	Mar 4	3.43	-	32
Vodafone	4.12	Feb 11	3.43	-	6.88

†On increased capital. \$USM stock. \$Irish pence.

## In no man's land: neither a hard discounter nor superstore

Neil Buckley looks at Kwik Save amid fears that it may be hard hit in the supermarket price war

It is one of the ironies of retailing that Kwik Save, for so long one of the UK's cheapest supermarket chains, is facing fears that it may be one of the hardest hit by the latest supermarket price war.

On the face of it, all is well at the 810-store discount chain, with Kwik Save forecast today to announce a rise in full-year pre-tax profits from £110.6m to about £125m. Its share price has also held its value rather better this year than those of the supermarket chains.

But while the most recent slide in the shares of the biggest chains, which began after Sainsbury cut the price of 300 own-label products, has abated, the downwards spiral has continued at Kwik Save. Its shares have lost almost 10 per cent in the last three weeks.

That might seem puzzling, since Kwik Save virtually

invented "hard" discounting - selling a limited range of narrow margins at very low prices in no-frills shops - in the UK. Its founders developed their first supermarket, Value Foods, at Prestatyn in North Wales in 1962. Renamed Kwik Save in 1965, the chain was modelled on the pioneer of discounting in Europe, Germany's Aldi. It developed a potent formula which outlasted would-be rivals such as Victor Value and Pricerite, and has enjoyed both the highest returns on capital - at close to 40 per cent - and the fastest underlying sales growth in the industry.

However, fears now surfacing in the City centre on a strategic decision Kwik Save made in 1988 to expand its range from about 600 to about 2,500 product lines. That was made possible by investment in new computer systems linked to

laser-scanning at the check-outs.

The move, say critics, has slowed Kwik Save's stock turn, pushed up costs, and left it no longer able to offer the keenest prices. They fear Kwik Save has wandered into "no man's land", where it is neither a hard discounter, nor a superstore.

Competition is stiffening at both ends of the market. At one end, Kwik Save faces competition from a new generation of fast-expanding hard discounters. Ironically, one of these is Aldi, inspiration for Kwik Save. In the 1980s, while another is Shoprite, set up by the son of one of the co-founders of Kwik Save.

These stick more faithfully to the original discounting principle of carrying only 600 to 1,000 lines.

At the other end of the spec-

trum, market leader Sainsbury has cut the prices of basic goods to a level where they compete with the discounters, and Tesco, the UK's number two, has launched its Tesco Value line of low-priced basics. Sainsbury is cutting prices too.

Kwik Save counters that it is not in danger of losing sales in either direction, as its introduction of new technology allowed it to extend its range without sacrificing its edge on price. It claims it can match or beat the prices of the hard discounters while offering up to three times as many items.

Moreover, it argues that the expansion of range by the big supermarket operators through the 1980s from about 4,000 lines to more than 15,000 raised customers' expectations about the number of products they should find even in a discount store. Kwik Save says it is

alone among discounters in meeting those expectations.

City analysts dispute this, however, claiming that Kwik Save has resorted to tactical pricing, lowering its prices in areas where it competes directly with a hard discounter, and so sacrificing margins. One claimed last week that Kwik Save was even having to lower prices to compete with the superstores.

Kwik Save's other counter-argument is that it is under-represented in several parts of the country, particularly south-east England and Scotland. It is opening up to 80 new stores a year, at an average cost of less than £1m per store - against about £20m for a large superstore - all funded organically.

In spite of its expansion plans, Kwik Save could be facing a slow-down in profits

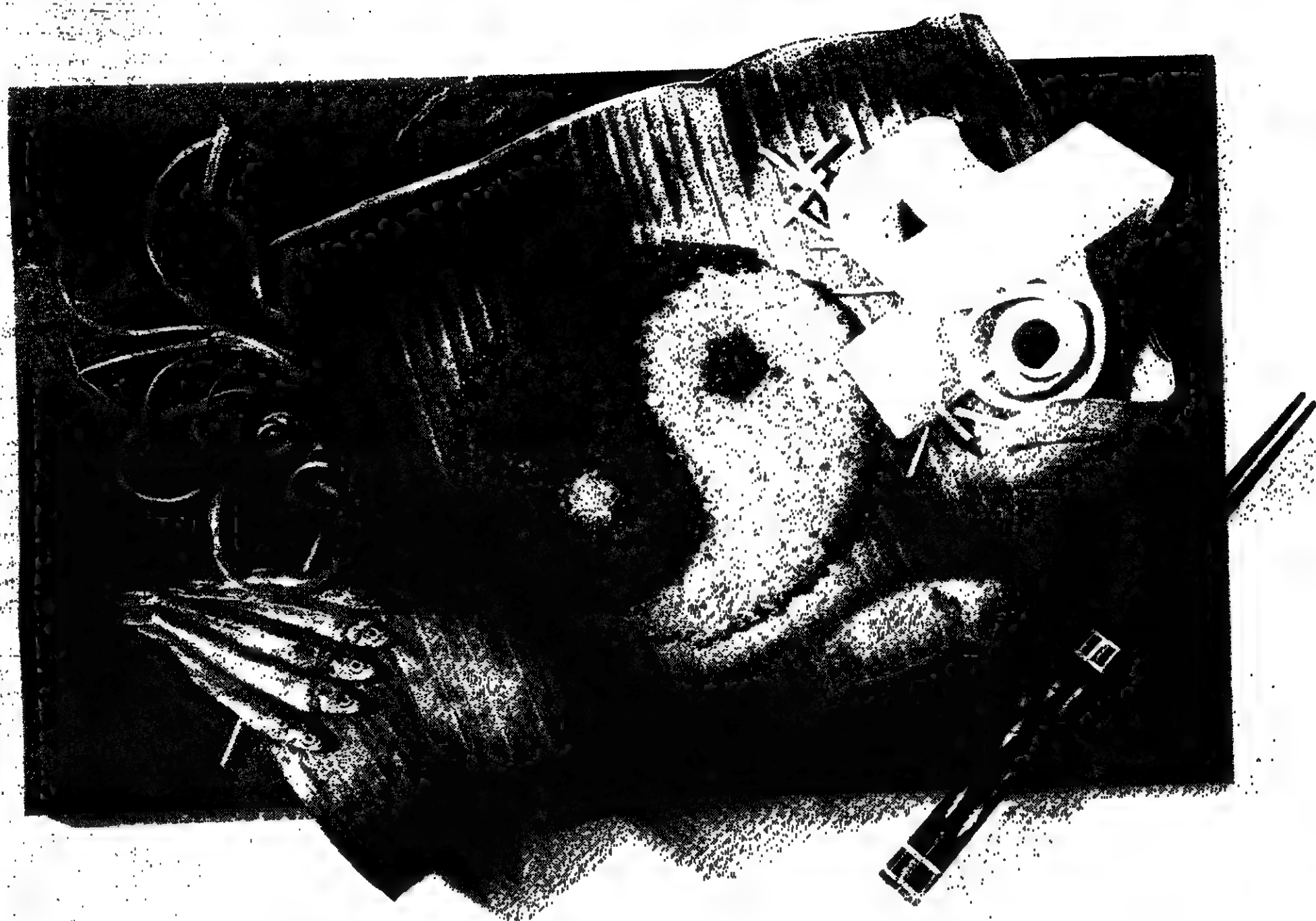
growth, and a squeeze on its margins. While some analysts have kept their forecast for next year's profits at about £145m to £150m, others have dropped them as low as £125m. The operating margin is forecast to drop from more than 5 per cent in the late 1980s to below 4 per cent next year.

The pressure is now on Mr Graeme Bowler, who replaced Mr Graeme Seabrook as managing director in June and gives his first results presentation tomorrow.

As a former managing director of Franklins, a hard discounter in Australia, some analysts expect him to be a more aggressive retailer than his predecessor. They will be listening hard for any indications that Kwik Save may trim its range to improve prices and move back towards its hard discounting roots.



# Doing Business with Confucius.



It's a well-known fact: some Asian countries are among the world's leading economies.

The success of the Confucian philosophy in the computer age.

Looking closer at the causes, one of the first things that springs to mind are the teachings of Confucius, dating from over 2,500

years ago — a school of thought which laid the groundwork for an unusually favorable economic environment.

The foundation for success has been built on an uncompromising recognition of competence, the importance of getting a good education, and especially the individual's profound feeling of being at one with both society and his employer.

It goes without saying that such strengths, which have evolved over generations, also involve duties. For in order to sustain the climate of harmony, each individual is expected to comply with various, and at times subtle, rules of behavior.

To take an example: those much-beloved and protracted business dinners are not designed primarily as a medium for business negotiations.

But by fostering a state of harmony and creating the correct atmosphere, they do help one successfully conduct business.

If in the course of negotiations you are confronted with a situation where you could in some way cause your counterpart to "lose

face," you should refrain from persisting even if you are clearly in the right. You can expect this demonstration of good will to be met with grateful recognition, even if none of those present openly show it.

By behaving in this way, you will have by no means lost influence. On the contrary, you will have shown that you have taken to heart the most important rule of conduct: in a dignified manner, always permit your counterpart to save face. And by doing so, you will also further your own interests.

Business in Asia requires patience and time. But once accepted, you'll always be accepted.

Dresdner Bank has been an active and respected member of the Asian business

scene for many years now, with nearly five hundred committed professionals — both western and eastern — serving customers with their experience and expertise.

Our customers know they can rely on us to help bring their interests into harmony with the various Asian markets, each with its own particular local business customs.

And yet, every day even we still learn something new.

That is how it should be. For, in the words of a Chinese proverb, continually striving to secure longterm success is more important than "quickly plucking a feather from a passing goose."

Striving for harmony as a formula for competitive success.

Dresdner Bank









NATIONAL AUSTRALIA BANK GROUP

# Reviewing the performance of one of the world's leading banking groups.

**N**ational Australia Bank Group is an internationally diversified regional banking entity. On Thursday November 18 the National reported a 33% increase in Group operating profit to \$1,070.1 million (after goodwill and before abnormal item) for the year to 30 September 1993.

**T**he National Australia Bank was formed in 1981 from the merger of National Bank of Australasia and Commercial Banking Co. of Sydney.

**S**ince the merger the National has embarked on an expansion strategy to increase shareholders' value by diversifying its income streams and substantially increasing the depth of its customer base. This strategy has focused on acquiring quality regional banks with substantial franchises operating in jurisdictions which have business and banking practices similar to Australia. Five key markets have been identified: Australia, New Zealand, U.K., Ireland and U.S.

**C**lydesdale, Northern Bank and National Irish Bank were acquired in 1987. Yorkshire was acquired in 1990. Bank of New Zealand was acquired in 1992.

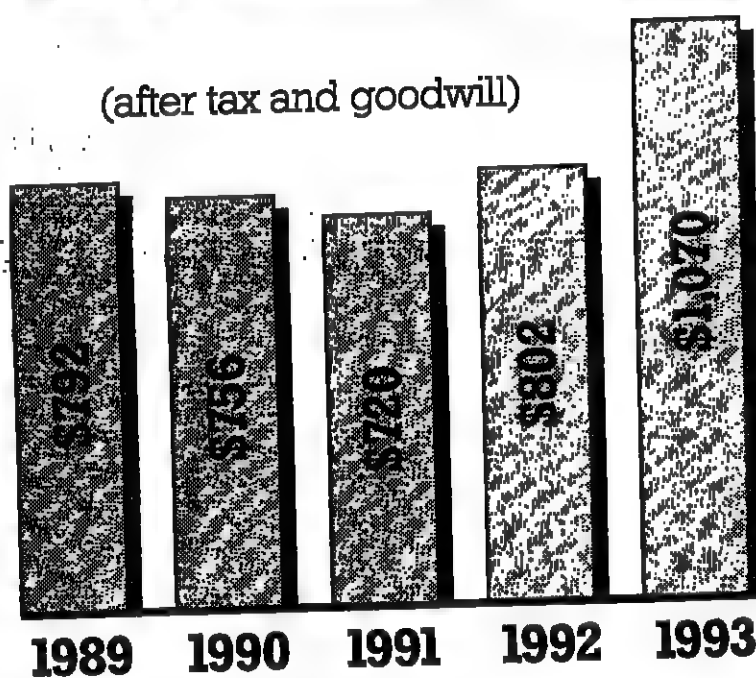
**T**he National is the largest banking group in Australasia with total assets of \$117 billion. The following are the key facts underlying the National's performance.

## Key Financial Performance Ratios

1. Earnings per share: increased by 29%
2. Return on Equity: 12.5%
3. Tier 1 Capital Position: 7.7%
4. Cost/Income Ratio: 55.8%\*  
(\* before restructuring costs)
5. Dividend Yield: 4.0%

## Profits Over 5 years

(after tax and goodwill)

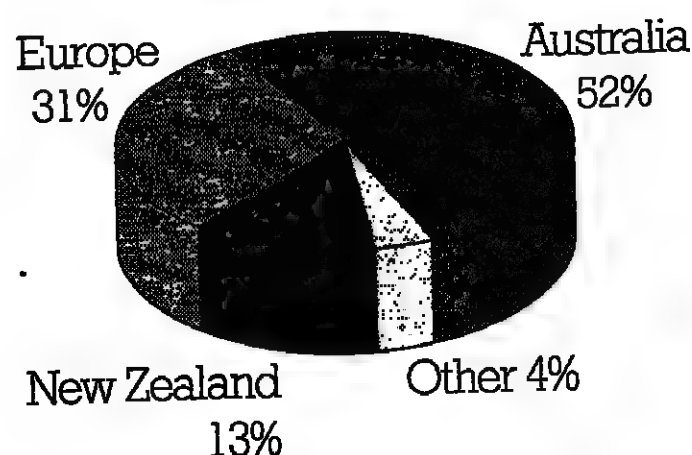


## Assets & Revenue

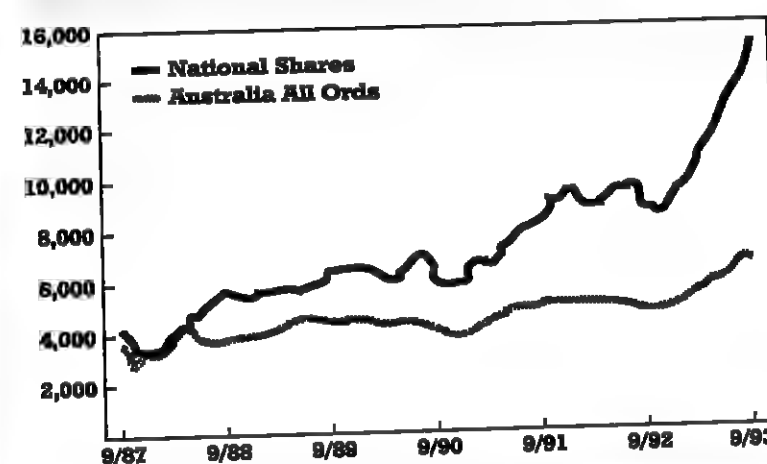
### Assets - 1993



### Revenue - 1993



## Performance of Ordinary Shares



## Comments from Mr D.R. Argus

Managing Director and Chief Executive Officer



"The 13% increase in underlying profit (profit before tax and provisions) to \$2,485 million, and increasing diversification of income streams outside of Australia, was a direct outcome of strategic initiatives undertaken to broaden the Group's retail and business banking base."

**National**  
Australia Bank

National Irish Bank

Clydesdale Bank

Yorkshire Bank

NORTHERN BANK

Bank of New Zealand

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## COMMODITIES AND AGRICULTURE

## Back to square one for Opec

By Robert Corzine in Vienna

The Organisation of Petroleum Exporting Countries last night conceded that it would have to go back to square one in its quest to end the decline in oil prices.

In a speech which will add to pressure on the oil ministers meeting in Vienna to make cuts in the present production ceiling of 24.5m barrels a day, Mr Jean Ping, the energy minister of Gabon and Opec

president, gave a gloomy assessment of market conditions.

He noted that the price of the Opec basket of six crude oils was \$14.70 yesterday, the level before Opec's September meeting in Geneva at which it set the ceiling in an effort to push prices closer to the Opec target of \$21 a barrel.

That ceiling has been largely observed, according to Mr Ping, with output in October of 24.5m b/d. The bulk of the over-

production occurred in Iraq, which is barred from exporting by United Nations sanctions. Ministers will focus over the next few days on possible further production cuts. Analysts say it could take at least a 3 per cent immediate reduction in the ceiling to counter bearish market psychology, especially as Opec calls for producers outside the organisation to curb their output as unlikely to lead to any short term relief.

## Zinc prices forecast to rise sharply

By Kenneth Gooding, Mining Correspondent

Efforts being made by European zinc producers to coordinate capacity cuts would result in one or two smelters closing by the end of next year and this would almost certainly cause a fast price rise to about 80 cents a lb, more than one third above today's level, according to Mr Jean-Pierre

LME WAREHOUSE STOCKS (As at Monday's close)	
Aluminium	+10,075 to 2,380,200
Aluminium alloy	+100 to 40,000
Copper	-1,075 to 294,750
Lead	+275 to 287,025
Nickel	+174 to 110,100
Zinc	+3,300 to 264,275
Tin	-30 to 18,470

Rodier, chairman of Union Minière, the Belgian group that is the world's biggest zinc producer.

He was speaking at a symposium organised by the Belgian Non-Ferrous Metals Federation where another speaker, Mr Philip Crowson, chief economist at the RTZ Corporation, the world's biggest mining company, was highly critical of the so-called zinc smelter "shut down" proposals.

European producers decided early this month to press ahead rapidly with the scheme, which aims to eliminate substantial over-capacity by the permanent closure of one or two smelters, the cost of which would be paid for by the industry as a whole.

Mr Crowson hit out against the scheme by suggesting: "Agreements to close down European smelters, always assuming any are concluded, will have but a limited impact if they are not accompanied by a standstill on offsetting investments elsewhere."

Mr Rodier agreed that market forces would eventually curb overcapacity, but that would take time and have brutal social consequences. "And it might not be the worst zinc smelters that close - just those where the shareholders are fed up with investing in zinc."

## Scottish farm union challenges penalties for cereals overshoot

By Alison Maitland in Edinburgh

LEADERS OF Scotland's farmers are to press the UK government in London today to fight penalties imposed on them by the European Commission for apparently exceeding their cereal production ceiling.

The House of Commons is also holding an adjournment debate to discuss the penalties, which the National Farmers' Union of Scotland says will cost Scottish agriculture £20m.

The NFU accuses the commission of "blatant discrimination" for offering a scheme to allow a gradual phasing in of penalties against farmers in eastern Germany who apparently overshoot their production limit, but failing to offer a comparable solution to Scottish farmers.

The problem has arisen from a discrepancy between the "base area" used by the UK government to calculate what Scotland's cereal production should be under the European Union's reformed common agricultural policy, and the actual cereal area for which farmers have claimed compensation from Brussels for cuts in support prices.

Because the farmers' claims

have exceeded the base area by 5.4 per cent, Brussels is reducing their compensation payments by the equivalent - £4.5m - this year.

It is also requiring them to set aside an extra 5.4 per cent of their cereal-growing land next year without any compensation, in addition to the 15 per cent set-aside for which they are paid under the CAP reforms.

The Scottish NFU says the base area was calculated using unreliable census figures from 1989-91 and that the farmers' claims, worked out using maps and precise measurements of land, are far more accurate.

"Farmers have taken a great deal of care when filling these forms in because their livelihoods depend on it," said Mr Tom Brady, deputy chief executive.

"All the evidence we have suggests there hasn't been an overshoot at all."

He pointed out that the Scottish Office had found statistical errors in its census figures that had already forced it to ask Brussels to reduce the apparent overshoot from 16 per cent to 5.4 per cent.

The farmers feel the penalties are particularly unfair given the estimated 30 per cent fall in this year's Scottish

cereal output to about 2.3m tonnes, "due both to set-aside and to bad weather at harvest time. Common sense has been shown on its head," said Mr Brady. "Scotland has made the biggest percentage contribution to reducing cereals over-supply in Europe, but still we are the only area of Europe to have substantial increases in set-aside announced."

The NFU wants the Scottish "overshoot" to be balanced against a shortfall in compensation claims by English cereal farmers to give an overall UK figure in line with target output.

But the Scottish Office, which points out that farm incomes have been boosted this year by the devaluation of sterling, is standing by its figures. "The 5.4 per cent overshoot is being confirmed by provisional census returns coming in now," said an official.

Mr David Douglas, agricultural manager for Clydesdale Bank, expressed concern about the impact of the penalties on farm profits. He added: "If this does come off, a lot of people will start to question whether they continue with set-aside or go back to farming without subsidies. It starts to defeat the object of the whole exercise."

## Full in-tray greets Norwegian minister

Karen Fossli on the challenging questions facing Jens Stoltenberg

Mr Jens Stoltenberg, 34, Norway's new oil industry minister, faces a busy opening period in his four-year term of office. Oil companies have no less than 26 field development plans on the drawing board, for 15 of which they intend to lodge development and operation plans this year and next.

According to the Norwegian Oil Review - a domestic trade journal published by Mr Hans Henrik Ramm, a former Conservative government state secretary - development concepts for 25 oil and gas fields are being evaluated by oil companies with oil fields containing recoverable reserves of between 2m tonnes and 70m tonnes and gas fields ranging from 3bn to 10bn cubic metres.

A recent report warned that precious few of these fields would be profitable under Norway's current tax regime if they used conventional technology and oil prices remained low.

The government recently disclosed that it was drafting changes to the petroleum tax regime that could increase the financial burden of foreign and

domestic oil companies. The oil industry has expressed strong disapproval of the plans, saying they would have a negative impact on the industry and damage the government's credibility. Oil companies point out that investment decisions have already been made in the expectation that the 1992 reforms of the fiscal regime would prevail for longer than one year.

Last year's reforms created a loophole for foreign oil companies, allowing them to repatriate funds to parent companies at considerable loss of revenue - several hundred million kroner annually - to state coffers.

Mr Stoltenberg does not foresee other major changes to oil industry policy during his term but says emphasis is likely to shift to gas from oil.

"We have to develop our land-based industries to be competitive without them being dependent on oil revenue to provide state subsidies," he says.

One of Mr Stoltenberg's first achievements as minister was to forge closer ties with the former Soviet state of Kazakhstan.

He recently travelled there and signed a memorandum of understanding to establish an energy forum. He also promised five educational scholarships to Kazakhstan under Norway's Petrad programme, which aims to enhance the expertise of the participants in the fields of petroleum management and administration.

A former state secretary of environment and an environmental activist in his youth, Mr Stoltenberg does not believe he should be forced to choose between petroleum and the environment.

"The moment you choose, you lose," he says. "The message of the Brundtland Commission's report to the United Nations on the environment is sustainable development, and this is what we intend to accomplish but not at the expense of the environment."

Mr Stoltenberg concedes that in the long-term, Norway's production policy could be open for discussion. "How much oil should we really be taking out of the North Sea?" he asks. "Environmentally speaking, it's easy to defend our depletion policy because part of our

production is natural gas - and gas is an environmentally friendly replacement to other fuels."

Norway's natural gas supply to Europe is the most concrete and important contribution the country can make to sustainable development, he says. "It's good business and it's our way of helping to reduce Europe's harmful emissions."

Norway has about 40 years of crude oil production left at current levels and 80 years of gas at a rate of 60m cu m annually - more than twice the current rate - which is expected to be achieved by the turn of the century. "We're not just pumping oil and consuming it - we are investing in Norway's future with petroleum revenue in a responsible way. Norway is nearly debt free and by 1994 it is possible we will succeed in further reducing our foreign debt, thanks to petroleum revenue."

In true social democratic style, Mr Stoltenberg argues that "it's not a question of taking up Norway's petroleum oil wealth, but more an issue of distribution of wealth to the benefit of society."

## Caribbean sugar producers seek compensation

By Carole James in Kingston

Caribbean sugar producers are seeking compensation from the European Union for losses which they say will incur because of a European Commission proposal that the EU's

existing sugar regime be extended for two years to June, 1995. The Sugar Association of the Caribbean, a producers' lobby, said this week that the region's exports, and those of others in the African, Caribbean and Pacific group, which

has a trade treaty with the EU, would be "damaged" by the two-year postponement of the sugar marketing protocol.

Producers should be compensated through the sugar protocol, in the way that EU's best sugar producers are compensated for declines in their

income, the association said. ACP producers have a guaranteed market for 1.5m tonnes (raw value) per year, with their earnings linked to the intervention price paid by the EU to its domestic sugar producers.

## COMMODITIES PRICES

## BASE METALS

## LONDON METAL EXCHANGE

(Prices from Antiquated Metal Trading)

## ALUMINIUM, 99.95% (per tonne)

	Close	High	Low	Settle
Previous	1059.5	1079.7	1059.5	1059.5
High/Low	1059.5	1079.7	1059.5	1059.5
AM Official	1059.5	1079.7	1059.5	1059.5
Kerb close	1059.5	1079.7	1059.5	1059.5
Open int.	282,542	1089.0	1059.5	1059.5
Total daily turnover	45,271			

## ALUMINIUM ALLOY (per tonne)

	Close	High	Low	Settle
Previous	933.5	967.4	933.5	933.5
High/Low	933.5	967.4	933.5	933.5
AM Official	933.5	967.4	933.5	933.5
Kerb close	933.5	967.4	933.5	933.5
Open int.	2,580	965.0	933.5	933.5
Total daily turnover	205			

## LEAD (per tonne)

	Close	High	Low	Settle
Previous	422.5	415.5-6	422.5	415.5-6
High/Low	422.5	415.5-6	422.5	415.5-6
AM Official	422.5	415.5-6	422.5	415.5-6
Kerb close	422.5	415.5-6	422.5	415.5-6
Open int.	25,840	414.5-6	415.5-6	415.5-6
Total daily turnover	3,740			

## NICKEL (per tonne)

	Close	High	Low	Settle
Previous	4700-5	4780-5	4700-5	4780-5
High/Low	4700-5	4780-5	4700-5	4780-5
AM Official	4700-5	4780-5	4700-5	4780-5
Kerb close	4700-5	4780-5	4700-5	4780-5
Open int.	47,140	4780-5	4700-5	4780-5
Total daily turnover	10,524			

## TIN (per tonne)

	Close	High	Low	Settle
Previous	4805-15	4850-5	4805-15	4850-5
High/Low	4805-15	4850-5	4805-15	4850-5
AM Official	4805-15	4850-5	4805-15	4850-5
Kerb close	4805-15	4850-5	4805-15	4850-5
Open int.	14,238	4850-5	4805-15	4850-5
Total daily turnover	1,428			

## ZINC, special high grade (per tonne)

	Close	High	Low	Settle
Previous	1070-1	1089-0	1070-1	1089-0
High/Low	1070-1	1089-0	1070-1	1089-0
AM Official	1070-1	1089-0	1070-1	1089-0
Kerb close	1070-1	1089-0	1070-1	1089-0
Open int.	719,232	1089-0	1070-1	1089-0
Total daily turnover	2,220			

## COPPER, grade A (per tonne)

	Close	High	Low	Settle
Previous	1635-5	1658-5	1635-5	1658-5
High/Low	1635-5	1658-5	1635-5	1658-5
AM Official	1635-5	1658-5	1635-5	1658-5
Kerb close	1635-5	1658-5	1635-5	1658-5
Open int.	201,062	1658-5	1635-5	1658-5
Total daily turnover	32,280			

## LME ALUMINIUM FIVE YEARLY

	Close	High	Low	Settle
Previous	14,910	14,720	14,910	14,720
High/Low	14,910	14,720	14,910	14,720
AM Official	14,910	14,720	14,910	14,720
Kerb close	14,910	14,720	14,910	14,720
Open int.	14,910	14,720	14,910	14,720
Total daily turnover	1,493			

## HIGH GRADE COPPER (COMEX)

	Close	High	Low	Settle
Previous	74.10	74.10	74.10	74.10
High/Low	74.10	74.10	74.10	74.10
AM Official	74.10	74.10	74.10	74.10
Kerb close	74.10	74.10	74.10	74.10
Open int.	74.10	74.10	74.10	74.10
Total daily turnover	74.10	74.10	74.10	74.10

## PRECIOUS METALS

## LONDON GOLD MARKET

(Prices supplied by N M Rothschild)

## Gold (royal oz)

	Close	High	Low	Settle
Previous	378.00	378.50	378.00	378.50
High/Low	378.00	378.50	378.00	378.50
AM Official	378.00	378.50	378.00	378.50
Kerb close	378.00	378.50	378.00	378.50
Open int.	378.00	378.50	378.00	378.50
Total daily turnover	378.00	378.50	378.00	378.50

## Silver (royal oz)

	Close	High	Low	Settle
Previous	51.50	51.50	51.50	51.50
High/Low	51.50	51.50	51.50	51.50
AM Official	51.50	51.50	51.50	51.50
Kerb close	51.50	51.50	51.50	51.50
Open int.	51.50	51.50	51.50	51.50
Total daily turnover	51.50	51.50	51.50	51.50

## Platinum (royal oz)

	Close	High	Low	Settle
Previous	1,100.00	1,100.00	1,100.00	1,100.00
High/Low	1,100.00	1,100.00	1,100.00	1,100.00
AM Official	1,100.00	1,100.00	1,100.00	1,100.00
Kerb close	1,100.00	1,100.00	1,100.00	1,100.00
Open int.	1,100.00	1,100.00	1,100.00	1,100.00
Total daily turnover	1,100.00	1,100.00	1,100.00	1,100.00

## LME GOLD FIVE YEARLY

	Close	High	Low	Settle
Previous	1,100.00	1,100.00	1,100.00	1,100.00
High/Low	1,100.00	1,100.00	1,100.00	1,100.00
AM Official	1,100.00	1,100.00	1,100.00	1,100.00
Kerb close	1,100.00	1,100.00	1,100.00	1,100.00
Open int.	1,100.00	1,100.00	1,100.00	1,100.00
Total daily turnover	1,100.00	1,100.00	1,100.00	1,100.00

## LME SILVER FIVE YEARLY

	Close	High	Low	Settle
Previous	51.50	51.50	51.50	51.50
High/Low	51.50	51.50	51.50	51.50
AM Official	51.50	51.50	51.50	51.50
Kerb close	51.50	51.50	51.50	51.50
Open int.	51.50	51.50	51.50	51.50
Total daily turnover	51.50	51.50	51.50	51.50

## LME PLATINUM FIVE YEARLY

	Close	High	Low	Settle
Previous	1,100.00	1,100.00	1,100.00	1,100.00
High/Low	1,100.00	1,100.00	1,100.00	1,100.00
AM Official	1,100.00	1,100.00	1,100.00	1,100.00
Kerb close	1,100.00	1,100.00	1,100.00	1,100.00
Open int.	1,100.00	1,100.00	1,100.00	1,100.00
Total daily turnover	1,100.00	1,100.00	1,100.00	1,100.00

## LME PALLADIUM FIVE YEARLY

	Close	High	Low	Settle
Previous	1,100.00	1,100.00	1,100.00	1,100.00
High/Low	1,100.00	1,100.00	1,100.00	1,100.00
AM Official	1,100.00	1,100.00	1,100.00	1,100.00
Kerb close	1,100.00	1,100.00	1,100.00	1,100.00
Open int.	1,100.00	1,100.00	1,100.00	1,100.00
Total daily turnover	1,100.00	1,100.00	1,100.00	1,100.00

## LME RUTHENIUM FIVE YEARLY

	Close	High	Low	Settle
Previous	1,100.00	1,100.00	1,100.00	1,100.00
High/Low	1,100.00	1,100.00	1,100.00	1,100.00
AM Official	1,			



Fishing industry:  
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takes its toll.... Page 11

# THE BASQUE COUNTRY

The economy: a  
'complicated' recovery  
is forecast.... Page 111

Wednesday November 24 1993

The Basque Country is at a cross-roads politically, socially and economically. It faces the challenge of recognising its own pluralism and of diversifying its economy - and it has the opportunity to establish an efficient dialogue with Madrid. Tom Burns reports

## Cross-roads opportunity

The Basque Country has some of the worst slums and some of the most unspoiled, richly forested valleys in western Europe. It embraces wholly obsolete industrial plants and greenfield sites devoted to technological innovation. It has been hit harder by recession than anywhere else in Spain and yet it is the home of an energetic business community and the headquarters of top national corporations.

Politically, the Basque Country suggests just as many contrasts and contradictions as it does socially and economically. It is governed by a coalition formed by two rival parties who have agreed on a joint programme. The partnership is, nevertheless, an uneasy one and the political climate swings from confrontation to consensus with extraordinary ease.

Broadly speaking, the Basques are wholly integrated because they are legendary "joiners": they group together in a myriad institutions, from sporting clubs to dining societies and associations of mushroom pickers. But terrorist violence has cast a long shadow over Basque society and deeply divides it.

Out of a population of just over 2m, some 500 members of the Basque separatist organisation Euzkadi are presently in prison. Probably twice as many associates of the terrorist

organisation live abroad, and the number of Basques who over the years have been detained or jailed in connection with terrorism must run into five figures. Everybody in the Basque Country has first-hand knowledge of Euzkadi; many live in threat of its racketeering. While there is a fearful, silent majority, increasing numbers are speaking out against the terrorists.

Many Basques support Euzkadi's violent struggle for independence, however. Herri Batasuna, (People's Unity), the radical coalition which backs the gunmen, gained 174,000 votes in June's general elections, some 30,000 more than in the 1989 poll, although its share of the total vote slipped from 17 per cent to 15 per cent. Political stability in the Basque Country ultimately depends on a negotiated solution to the Euzkadi problem.

Politically, socially and economically the Basque Country is at a cross-roads. Obsessively rooted in its Basque identity, an exclusive, ethnic identity in its more extreme manifestations, and excessively dependent on its steel-manufacturing sector, it now faces the challenge of recognising its own pluralism and of diversifying its economy.

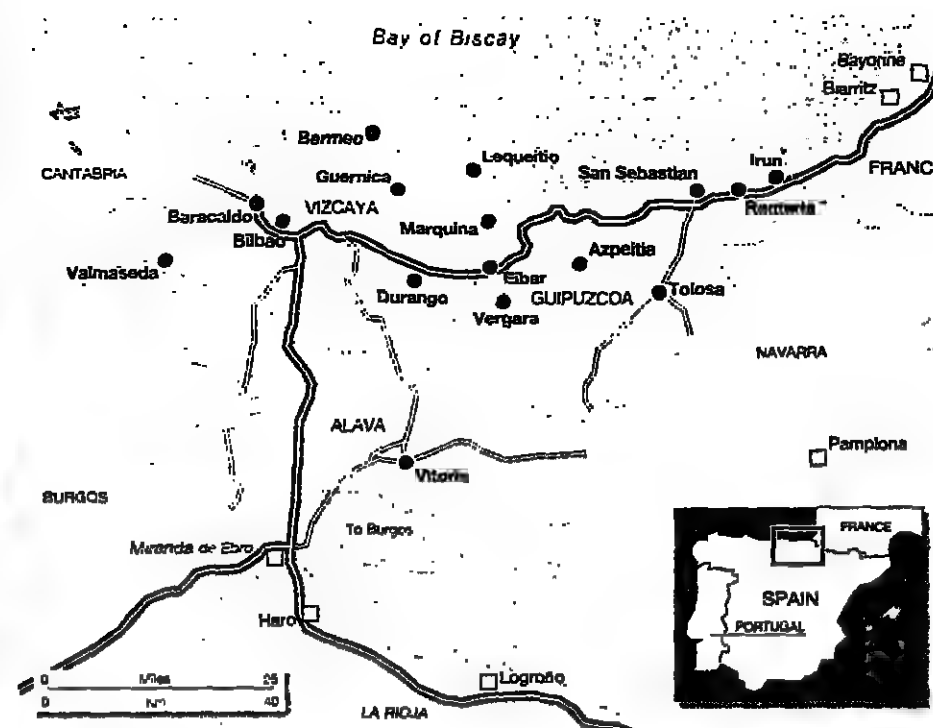
The deep love and respect for the Basque Country's special nature for its language, its cul-



Bilbao, the Basque industrial centre. The region has much to gain from outside investment. Pictures: Ashby Ashwood



Precision industry at a technology park near Bilbao. Report, Page 11



the Basque Nationalist Party, which leads the Basque government, and Mr Gonzalez's socialists in the Madrid central government have not been encouraging. The Basques played too strong a hand as they hurriedly sought to extract home rule prerogatives in return for supporting Mr Gonzalez, and they were turned down.

Despite the early misunderstandings and the ill-tempered exchanges that accompanied them, the talks have not been broken off. Mr Gonzalez is still seeking a stable pact - ideally with nationalists, both Basque and Catalans, in his cabinet - that will ensure the survival of his government.

There are, therefore, grounds to expect that home-rule wrinkles will be ironed out, and with them the aggrieved and irritable rhetoric which has traditionally characterised the mainstream Basque nationalist.

A spell as junior partners in a Madrid coalition government will certainly help the Basque Nationalist Party to shake off its narrow localism. It should

also aid Spaniards to lose the suspicions they harbour about the Basques as a whole as a consequence of Euzkadi terrorism.

The planned overhaul of labour market rigidities by the Madrid government meanwhile appears tailor-made for the Basque Country's recession-hit industry. With its numerous small plants, employing up to 25 workers, the Basque Country urgently needs flexible labour practices that allow for functional mobility and labour force adjustments.

Current legislation, which applies to the Basque Country as it does everywhere else in Spain, is weighted towards fixed employment and makes dismissals costly. This legislation has been arguably the most important factor in deterring investment, in raising unit labour costs and, in the final analysis, fuelling the rise of joblessness in Spain.

Unemployment levels in the Basque Country are higher than the national average.

The Basque government should also be able to use the lead given by Madrid with its decision to impose wage

restraint and, in particular, to freeze public sector salaries next year in order to reduce the spiralling public deficit.

In one of the least satisfactory aspects of autonomous governments in action, civil servants in the Basque government, including teachers and members of the Basque security forces, earn far higher salaries than do their Madrid central administration counterparts.

ELA-STV, the Basque trade union which wields strong power in the white collar sector, is sticking out for exactly what the Basque economy does not need: 6 per cent wage rises, more public sector jobs and shorter working hours.

At present the Basque Country cannot afford the luxury of inflationary union deals any more than it can waste time on the finer points of home rule prerogatives.

It must take the route which establishes an efficient dialogue with Madrid. That will help restore competitiveness to its economy and in so doing solve the tension-ridden contradictions of its community.

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The Olandux hillside on which some of the most emblematic buildings of the Corporation are located: Iberian, the Research Centre, Caja Laboral's Headquarters and Data Processing Centre and MCC's Headquarters. The Fagor industrial complex can be seen in the background.

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Eroski trademark, MCC offers, through its Industrial Group, a wide range of products in the following sectors: Capital Goods, Automotive Components, Domestic Appliances, Components, Construction, Household Goods and Industrial Services with trademarks such as Fagor (the leader in white line domestic appliances in Spain), Danobat, Matrici, Copreci, Orkli, Maier, Cikoutxo, Irizar, Danona, etc. □

#### Highlights:

• Total Assets	\$ 7,18 billion
• Total Sales	\$ 3,30 billion
• Exports	\$ 433 million
• Workforce	25,322



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# Business

Class

Fishing is much more than an industry or pastime in the Basque Country. And consuming fish is much more than a means of satisfying hunger.

For a Basque, catching a fish is more of a historical right, an assertion of culture. To prepare and eat a fish is more the culinary equivalent of high art than mere cooking.

But, as with many other aspects of Basque life, the impact of Spain's membership of the European Union is being felt in this most traditional of Basque activities. The region's fishing industry has been forced to curtail its operations, as has the fishing industry in the rest of Spain. But for the Basque Country, with unemployment levels officially approaching the 30 per cent mark, any contraction of such a traditional industry is bound to have serious economic and social consequences.

Spaniards on average eat 43kg of fish annually; more than the citizens of most other EU member states. In overall terms, the fishing industry has historically diminished in its importance to the Basque Country's economy to the point where it now contributes not more than 1 per cent of gross domestic product.

However, there are coastal areas where the population depends almost entirely on fishing, populations where if

fishing disappeared then so too would the population," says Mr Jose Ignacio Espell, deputy director of fishing in the Basque regional government, based in Vitoria. "They are places where fishing contributes more than 25 per cent of the local GDP."

The most immediately visible impact of the EU on the Basque Country's fishing industry has been the reduction in the number of fishing vessels, down from 745 in 1984 to about 560 now. Basque fishing boats represent about 3 per cent of the total Spanish fishing fleet. The diminution is a direct result of EU-imposed quotas.

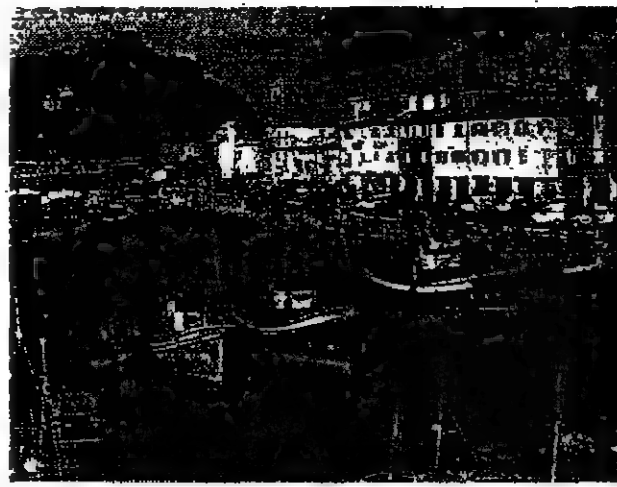
"In the 1970s, there were 200 fishing vessels from the port of Pasajes alone that fished in EU waters. Today, there remain just 38. The cod fishing fleet of Pasajes, which fishes in Canadian waters, had 100 ships. Now there are 24. So the EU decisions about quotas and shipping numbers were, for us, very bad," says Mr Espell.

Spain overall had 19,451 fishing vessels, the largest such fleet in the EU, at the end of January 1992.

## THE BASQUE COUNTRY II

### THE FISHING INDUSTRY

# EU membership takes toll



Fishing vessels in San Sebastian's harbour: an assertion of culture

But besides the limits imposed on the number of vessels, the EU implemented other restrictions too, on what types of fish the vessels could catch and on where they might seek shoals of fish.

"They [Brussels] put us in a casket," says Mr Espell. "But at least we have one good thing: fishermen - people who know how to fish! Basque fishermen have managed to find jobs else-

where, for example in the French fleets."

Mr Espell is critical of the way in which the EU has handled his country's fishing fleet, but at the same time he praises the kind of Basque pragmatism that has sustained the region through many difficult political and economic times.

"I always say the same thing. We have been very prepared, with enormous restric-

tions placed on us. I say that we do not ask for advantages, but nor do we want to be discriminated against. And I think the EU has understood that, because it now speaks of a single-speed European fishing policy."

"Right now there has been a two-speed policy, that of the other 10, and that of the two, Spain and Portugal. From 1994 there will be a single-speed policy, for all," says Mr Espell.

From 1994 what Mr Espell describes as the EU's "discrimination" against Spain and Portugal will disappear, "because once Norway enters the EU it will be absurd for there to be three different fishing policies: a third one for Norway."

Despite his objections to EU policy so far, Mr Espell nevertheless believes that it is far better to be inside the EU than outside, since non-EU members will be believed, progressively find their own fish exports more discriminated against in the future.

The EU is re-writing the regulations for Spanish and Portuguese fishing, and is due to produce a new policy for the two countries by January 1

1994 to be implemented two weeks later.

According to Mr Espell, the new policy will "mean that the two can fish on the same basis as the other 10 EU members."

But that will not mean growth in the Basque Country's fishing industry, or that of Spain as a whole, thinks Mr Espell. "At the moment the fishing policy of the EU says that it is necessary to adapt the fleet to the fish resources. We are all conscious of the need to do that, and so there is no way we will increase the size of our fishing fleet. What it does mean, however, is that we will be able to renovate our old fleets and improve them, though not increase their size. We will just be able to fish on equal terms with the rest of the EU."

There still remains the problem of imports to the EU from non-EU members. "This has done a great deal of damage to all the EU fleets, including ours," says Mr Espell. "For me it represents a kind of social dumping. Under EU regulations we must pay minimum salaries and guarantee other kinds of benefits, but certain non-EU countries don't have those kinds of rules. That allows them to sell their fish at a fifth of the price."

"I want to compete, but I cannot compete on that basis."

Gary Mead

### POLITICS

# Suspicion-fraught alliance

The Basque Country needs restful political consensus and then a restorative sense of common political purpose like an all-night reveler needs 12 hours sleep and a strong pick-me-up. Unfortunately it has neither such things.

Politics in the Basque Country are criss-crossed by demarcation lines that have historically fractured the area's political framework and created a plethora of tribal groupings. Superimposed on the classic division between left and right is the confrontation between the nationalists and the non-nationalists.

The nationalist camp itself is divided between those who support violence and those who oppose it and the latter are themselves split between those who settle for home-rule autonomy and those whose final aim is independence.

The area's two main political parties, the Partido Nacionalista Vasco (PNV), and Partido Socialista de Euzkadi (PSE), the Basque subsidiary of prime minister Felipe Gonzalez's ruling socialist party in Madrid, share just under 50 per cent of the Basque vote between them and form a PNV-led coalition government in which mutual suspicions abound.

Were the PNV and the PSE marriage partners, each would see the other for divorce on the grounds of mental cruelty for they could hardly be less suited as a couple. The PNV is nationalist, sentimentally rural, conservative and Roman Catholic; the PSE derides ethnic politics, prides itself on its trade union origins in Bilbao's industrial belt and styles itself as modern, progressive and emphatically secular.

Mr Ramon Jauregui, the Basque

socialist leader, admits that "a certain amount of expectation" envelops the local political scene. When, in Madrid, recently, Mr Gonzalez opened talks with the main national opposition party, the centre-right Partido Popular (PP), the PNV behaved as if it were a scorned bride. Do the socialists think, asked the nationalist leader Mr Xavier Arzallus, that the PNV is "a concubine who can be trifled with?"

The PNV, which holds 10 portfolios in the 16-member Basque government including that of chief executive, is to a great extent in a quandary of its own making. It was invited by Mr Gonzalez to join the national government in Madrid as a junior coalition partner after the general elections last June left the prime minister short of an absolute majority. But it rejected the invitation and now it appears to wish it had not done so.

Somewhere between the invitation and its rejection, the PNV seemed to have passed over its nationalist shoelaces and lost its nerve. The very idea of propping up a Madrid government filled it with dread. It was fearful of losing its nationalist credentials to the radical Herri Batasuna (HB), the coalition which supports Eta and, more plausibly, of handing over votes to Euzkadi Alkartasuna (EA), a minority party led by former, and more uncompromisingly nationalist, PNV members.

The PNV's hesitancy had a lot to do

with the staging of local Basque elections which are due in October next year. Unlike the PSE, which appeals basically to non-nationalists, Mr Arzallus' PNV has to contend with splinter groups such as EA and with solid formations, such as HB - the third-biggest political party in the Basque Country - that dispute the strictly nationalist constituency.

Negotiations to join Mr Gonzalez's government broke down when the

Somewhere between the invitation and its rejection, the PNV seemed to have lost its nerve

PNV tabled a long agenda - the final list totalled 54 separate chapters - of home rule prerogatives that it demanded be urgently transferred from the Madrid administration to the Basque government. That was the price that the nationalists set for co-operation with Madrid and Mr Gonzalez judged it far too expensive.

Certain PNV home rule demands - which deal, for example, with jurisdiction over vocational training - can be granted immediately, because the Basque government already runs its own education department. Others, including transfer to the Basque Country of responsibility for health and social security and for unemploy-

ment benefits, involve costly and complex administrative changes. A third chapter of revolutionary demands that seek to establish local control over airports and harbours in the Basque Country fall into a grey area in which it is not constitutionally clear where the prerogatives of Madrid end and those of the autonomous governments begin.

A final shot of self-rule ambitions came in the form of a demand for a Basque central bank, a monetary institution that would supervise and regulate the local financial sector and which would clearly undermine the responsibilities of the Bank of Spain. The adamant opposition of the PSE to this pretension has further soured the relationship between the coalition partners.

In the delicate negotiating process that followed the June 6 general elections and which led to the ultimate formation of a minority government by Mr Gonzalez, the PNV played for high stakes and it lost. Now it is in the uncomfortable position of being stuck with the socialists in the autonomous Basque government and being unable to play any meaningful role in the socialist-run central government. The situation is all the more galling for the mainstream Basque nationalists because the Catalan nationalists, who are the PNV's clone party on the periphery of Spanish politics, proved themselves infinitely better negotia-

tors. The Catalans also rejected overtures to join Mr Gonzalez's government but they have cunningly supported the Madrid government's draft budget, influenced much of the blueprint's proposals and, as a result, secured fiscal benefits for their Catalonia stamping ground.

The PNV's obduracy earns it a bad press in Madrid whereas the suave Catalan practice of the art of the possible is hailed as statesmanlike. The problems facing Mr Arzallus' PNV are not, however, at all easy.

The Basque Country's mainstream nationalists do not have the ascendancy in their home base that their Catalan counterparts enjoy and, unlike Catalonia, the Basque Country has a federal-type administration in which power is shared between the Basque government and the country councils of the three provinces that make up the Basque Autonomous Community.

Consensus politics has never been the PNV's strong point but its brinkmanship tactics have failed and its options are now running out. Concessions have to take the place of confrontations and the wily realities of economic recession should cool nationalist ardours and shelve devotion agendas for the time being.

The likelihood is that elections next year to the 16-member Basque parliament will once more return the PNV and the PSE as the main parties but will again leave the two of them well short of a majority, thus forcing them into a renewed coalition. What the Basque Country cannot risk is a continuation of the present suspicion-fraught alliance.

Tom Burns

### ■ Eta political violence

# Problem has become an internal issue

What sets the Basque Country apart from any other corner of the European Union except Northern Ireland is that it has a terrorist problem.

Eta, an acronym for Euzkadi Ta Askatasuna, Basque fatherland and liberty, has been shooting, bombing and kidnapping for the better part of 25 years and is directly responsible for more than 300 deaths.

Political violence in the Basque Country is on a lesser scale than it is in Northern Ireland and there are no troops patrolling the streets of Bilbao in order to keep warring terrorists, as in Belfast, apart from each other.

Basque violence is not sectarian; moderate Basques, who constitute a large political majority, find common cause with the security services against the radicals and the gunmen.

The qualitative difference is, however, of little comfort to those who work and invest in the Basque Country. Businessmen employ private security guards as a matter of course and they live in dread of an extortion racket known as the revolutionary tax.

Political violence has deterred investment and prompted plans to close and transfer their business out of the Basque Country.

There are two main, and interconnected, points to be made about the violence factor: it is on the wane although it remains lethal and will continue to exist for the foreseeable future;

it has become an internal Basque problem as opposed to one between Madrid and the Basque Country.

"The situation is better than it used to be and the Basque government is making an enormous effort to give the impression that this is all being normalised," says Mr Jose Miguel de la Riva, president of the business pressure group Circulo de Empresarios Vascos. "But then you get a murder or

a kidnap and then everything goes to the devil."

In June, seven military officers were killed by a car bomb in Madrid and in October two Eta gunmen shot an air force general dead outside his Madrid home. A sure sign of Eta's continued muscle came with the release last month of a Basque businessman who had been kidnapped in July, following the alleged payment of a \$200,000 ransom.

The violence continues despite suggestions that the police are gaining the upper

France has been acting energetically for some years against refugees gunmen across the Spanish border

hand. In recent months revolutionary tax rings have been broken up, gunmen arrested and arms caches seized. Although Eta is regularly reported to be out for the count - some 500 of its members, including more than a dozen of the group's more notorious leaders, are in prison - it appears, time and again, to pick itself off the causer.

"The strategy is the right one but the process is long and slow," says Mr Ramon Jauregui, the Basque Country's socialist leader who has a long experience of the terrorist issue. "We have to be very careful in order to maintain the initiative."

The initiative was nearly lost in September when the deaths of two Eta suspects while in police custody served to bring underlying tensions to the surface and prompted wide-scale rioting.

Few fault the Madrid government, the local Basque government and the police forces of the two administrations over the way they go about their business. The strategy involves close co-operation between them and also with the French

government and its security services. France has been acting energetically for some years now against refugee gunmen across the Spanish border and the one-time Eta safe havens in south-west France had been effectively neutralised.

The prison policy is an intelligent one. Under a new strategy, Eta members have been transferred from two maximum security jails where the hardliners ran highly regimented communes. They have been dispersed among more than 20 prisons where they share cells with common criminals.

The key consequence of the dispersal policy is that jailed terrorists who have no stomach left for the fight and are relieved of the commune pressures are able to apply for individual pardons. "We can only afford to give such amnesties drop by drop," warns Mr Jauregui.

The more reassuring feature of the strategy is that a grassroots movement is gathering force in the Basque Country that publicly rejects Eta's violence. That Basques are now willing to stand up and be counted reflects the groundswell of opinion that sees continued violence as futile as well as profoundly damaging to the local economy.

This grassroots rejection was boosted by the long kidnap endured by Mr Julio Iglesias Zamora, whose family-owned San Sebastian engineering company had failed to pay the gunmen's revolutionary tax. Thousands of Basques wore blue ribbons to show their support for Eta's victim and numerous well-attended rallies were staged to demand his release.

The protest movement was quite unprecedented but it fell short of its objectives: Mr Iglesias Zamora was released last month only after Eta had extracted the ransom and the police failed dismally to trap

the kidnappers. Moderate Basques feel, however, that it was not in vain.

"A short while ago nobody talked out against Eta and now they do," said an official in the ruling Partido Nacionalista Vasco (PNV). One sign of changed times is the manner that members of Herri Batasuna (HB), Eta's political front organisation, have been forced to stop going to a restaurant they used to patronise near the Bilbao headquarters.

At the height of the kidnap saga and of the blue ribbon movement, the restaurant's management decided to stop serving the radicals after other clients began to go elsewhere. In the light world of Basque politics, where everybody knows everybody else, the restaurant boycott was hailed as a victory over the tyranny of violence and the story of HB stalwarts sending out for sandwiches is gleefully retold.

In the final analysis, Basques seem to have woken up to the fact that Eta is their problem and that its solution lies with them. It is no longer a side show involving headstrong members of their community and the Madrid security forces.

The lesson is sinking in that the endemic political violence is making the burden of recession in the Basque Country much harder to bear. Eta's revolutionary rhetoric is out of touch with the times and its Freedom-for-the-Basque-Country platform is at odds with the area's now well-consolidated home rule.

Throughout the Basque Country, Madrid-based security forces are being withdrawn and their place taken by the Euzkadi, the police force that is recruited, trained and paid for by the local Basque government. Increasingly, it is the Euzkadi which is leading the baton charges to break up pro-Eta riots and which is claiming counter-terrorist breakthroughs, particularly on Eta's extortion racket.

a rural hamlet, spoke Euzkera, the Basque language, from birth and has been an ardent nationalist all his life.

No less indicative of the new climate is the manner in which members of Mr Atutza's Euzkaina who are posted to strong pro-Eta areas, particularly in San Sebastian's Guipuzcoa province, have been known to suffer the same hostility and pressures that the Madrid-based Civil Guard need to endure: their car tyres are punctured, their wives are refused service by radical-minded shopkeepers and their children are abused in the local schools.

The polarisation of Basque society over Eta is an uncomfortable state but it is nonetheless one in the right direction. Eta will only be curbed when its supporters realise that they are not taking on Spaniards and Madrid but their own neighbours in their own backyard.

Tom Burns

If you're looking for quality, you've found it.

BRIDGESTONE Firestone



27/11/93



## THE BASQUE COUNTRY III

## ■ THE ECONOMY

## 'Complicated' recovery forecast

Economically speaking, what is good for Spain is better for the Basque Country and the reverse is just as true. With the Spanish economy now entering its second year of recession, the Basque economic indicators look worse than they do elsewhere in the country.

The third-quarter 1993 report issued by Bilbao's business think tank, the *Círculo de Empresarios Vascos*, sombrely notes that there is no sign of any brakes to arrest the falling industrial demand and, much less, of recession bottoming out. It concludes that recovery in the Basque Country will be "more complicated" than in other areas of Spain.

The industrial activity index for the Basque Country in May, the latest available statistic, fell by 4.7 per cent which was in line with the negative growth recorded for the past two years and the year-on-year fall in industrial activity stood at the end of that month at 10.1 per cent.

A breakdown of the Basque Country's recession data gives worrying statistics. The steel sector, which accounts for 44 per cent of the area's industrial activity, fell by 16.3 per cent in May to give a 12-month drop of 42.3 per cent. Bilbao's estuary, once the pulsating hub of heavy Spanish industry, is now an industrial wasteland, arguably darker and more somber than anywhere in the developed world.

"Before people used to talk about profits and investments and now when you get

two businessmen together they will swap stories about how they are reducing their payroll," says Mr Jose Miguel de la Rica, chairman of the *Círculo* think tank. Prof. when they exist at all, are uniformly down and the investment is ploughed into paying off redundancies.

The labour shakedown is aimed principally at containing losses and not at

**The Basque Country's economy is the victim of deceptive successes in the past**

improving productivity. Companies are offering early retirement to those aged 55 and they are sacking those under 30 who are mostly employed under temporary contracts and are cheaper to dismiss.

Unemployment stood at 23.2 per cent of the Basque Country's active working population in the second term of this year, according to the Madrid-based Statistics Institute's labour survey. This figure, which gave a jobsless total for the area of 201,240, was marginally above the national average; it was a shocking set of data for

what was once, scarcely 20 years ago, a full employment area.

The Basque Country's economy is the victim of deceptive successes in the past when it used to draw cheap labour from the rest of Spain to transform steel and to manufacture ships and capital goods for the protected Spanish market. It caught pneumonia when it was blasted by the cold winds of competition.

"We were stripped naked when we entered the European Community," says Mr Jose Maria Gorordo, a former mayor of Bilbao and now the chief executive of the city's Chamber of Commerce. "We would have been better off if we had been left with our old clothes."

The Basque Country's problem was that its old clothes, its obsolete heavy industry built around the Altos Hornos de Vizcaya steel plant, was exactly what Brussels had no use for.

Cut-backs imposed by Europe were exacerbated by domestic difficulties, chiefly the over-valued peseta of the 1980s and the high interest rates that kept the currency high. These factors, coupled to industrial disputes and soaring wage rises, turned

meaningful restructuring and diversification into an endless obstacle course for the top Basque companies.

Small companies, the area's pride and joy, have scarcely fared better. Specific sectors, such as car components, are flat and overall they face the toughest competition possible. "We are on the frontline of the south-east Asia challenge," Mr de la Rica observes with a shrug.

There are examples of the challenge being met. Employees of a local plant that manufactures sewing machines and was being undercut by a Taiwan rival were faced with the stark choice of earning less or producing more. They chose to work a six-day week. A recurring positive theme in all presentations of the local economy is that the Basques constitute one of the most industrious labour forces around.

The second asset is the drive of its business community. When a 40-strong team of Basque entrepreneurs went to Cuba recently one of them travelled with pots of paint and a listful of brushes which he personally used to spruce up a hairpin-producing plant that he had opened a year earlier in Havana.

"That's the mettle we are made of," says Mr Marcos Vizcaya, an official of the ruling PNV party who has known the hairpin manufacturer since childhood.

Such enterprise can, however, stumble over the absence of capitalisation. Because of terrorism, as well as the often violent industrial relations environment, foreign investment has mostly given the Basque

**The presence of good financial resources means there are a number of bright lights**

Country a wide berth and there has been an equivalent shortage of Spain-based funds.

As a result, capital raising has often to be done within the Basque community and the Basque Country is fortunate to have in its midst far-seeing venture backers in the local savings banks and in Banco Bilbao Vizcaya which has an umbrella industrial holding, the IBV corporation, which it shares with the electrical utility Iberdrola. Despite the recession and the internal problems, the presence of such financial

resources means there are a number of bright lights pointing to an economic future for the Basque Country.

CAF, a railway rolling stock manufacturer that has its main plant in Bensain, broke even in 1991 after many years of losses and turned in net profits of Pta1.5bn last year which it put aside for reserves. The company, which is 25 per cent owned by the three Basque savings banks, currently has an order book worth Pta77.7bn - 35 per cent of which has been earned outside Spain.

A second clear example that all is far from lost in the Basque Country is Camasa, a Vitoria-based weapons producer that has branched out into new materials, microelectronics and environmental engineering, now earns 50 per cent of its revenues outside Spain and is one of the most successful ventures backed by IBV.

Even in the steel industry, the foundation of the Basque Country's past wealth, there are companies that have specialised intelligently, have begun to export aggressively and are making money. The top trio in this all-important sector are Aristrain which makes long products, Guivart which produces steel bars, and Tubos Reunidos which manufactures seamless pipes. It will nevertheless take a while yet before the once finely-tuned engine of the Basque economy begins to climb into the higher gears.

Tom Burns

## ■ INDUSTRY

## High-tech glimpse of the future

About eight miles outside Bilbao and just a stone's throw from the city's airport lies the Zamudio technology park, occupying 320 acres of beautiful countryside. "But the technology park is not just a collection of nice decorations, pretty furniture and pleasant fields," says Mr Juan Martin, one of the park's senior managers. "The soul is the 'software', the quality of the people who work here."

In many respects, industry in the Basque Country is in a transitory phase, with the Zamudio park and other high-tech developments indicating what the future could be like: a shift from the old traditional metal-bashing industries to electronics, bio-technology, and communications.

Zamudio's 37 companies are mostly small-scale, 25 of them employing fewer than 20 people each. But there is every chance that from these stems some strong oaks will grow. The reason for that confidence is the unique strain of proud-Basque self-identity, which in commercial spheres becomes intertwined with an attitude of mutual co-operation.

The Basque Country's former predominance in industrial production within Spain overall is vulnerable as a result of recession and over-

sees competition. But it still accounts for 6.2 per cent of Spain's gross domestic product and 10.7 per cent of Spanish exports, although the region has just 5.4 per cent of the Spanish population.

Another factor which benefits Basque industry is the massive level of government subsidy and services support. The creation of an office of

**SPRI provides loans at 4 or 5 per cent interest for up to 70 per cent of total investment**

strategic investments in the Basque government in November 1992, with a determination to generate more than 8,000 jobs through targeted investments totalling Pta355bn, under the so-called Garapen Plan, is a clear indication of Basque government determination to shelter local industry against the worst excesses of international competition and recession.

That extends to stepping in where the banking system is reluctant or unable to tread. SPRI (Sociedad para la Promoción y Reconversión Industrial, or the society for industrial promotion and reconversion) is the Basque Country's development

agency, created in 1991 and 81.4 per cent owned by the Basque government's economy ministry.

SPRI provides loans at 4 or 5 per cent interest - several points lower than present bank rates in Spain - for up to 70 per cent of total investment. According to the president of SPRI, Mr Jon Azua, industrial production fell by 4.5 per cent in 1992 compared with 1991, with the loss of 20,000 jobs. Production of industrial plant goods fell by 10.8 per cent.

SPRI's role is to try to staunch that kind of haemorrhage by providing a plethora of action plans, investments, studies, subsidies and cheap loans in an attempt to strengthen regional business and also attract foreign companies to set up in the Basque Country. SPRI will provide up to Pta1.5m per job created in subsidy to participating companies which guarantee the creation of a minimum of 50 jobs and invest at least Pta500m of their own. For companies which create between 50 and 500 jobs, with investments of between Pta500m and Pta1bn, it will subsidise up to 40 per cent of the investment.

SPRI can also arrange tax exemptions for up to 45 per cent of new investments for

existing companies and up to 100 per cent of corporation tax for new companies for a period of 10 years. It will subsidise up to 50 per cent of qualifying research and development programmes and up to 100 per cent of training plans. And to encourage foreign investment, SPRI has set up outposts in nine other nations, including the US and Japan.

But the spirit of mutual assistance does not stop with government support. Elkargi, founded in 1980 and with 639 member companies in 1991, is

now an association of more than 6,000 Basque companies. Elkargi's main purpose is to take financial risks which large commercial banks are unhappy with, by acting as a guarantor of loans made by the banks to small and medium sized companies.

From guaranteed loans of Pta633m in 1991, the association in 1992 provided guarantees for Pta9.6bn, with a bad debt rate of 1.45 per cent of all guarantees made.

What of the immediate future? For Mr Jose Urchegui, general

secretary of Adegi, the employers' association of the Gipuzkoa, with 1,600 member companies representing 60,000 employees, the urgent need is to increase within the Basque country's companies a sense of the importance of thinking not just nationally but globally - and to ensure that tomorrow's employees have received the best training possible.

To that end Adegi has been instrumental in a highly innovative educational-training scheme called the Machine-Tool Institute, sited at Elgoibar, some 55 kilometres from Bilbao. The institute - funded entirely by local companies - takes school-leavers from throughout Spain and provides them with a sophisticated apprenticeship in advanced machine-tool tech-

nology, as well as language courses and business administration training. It has some 400 students but by running courses of different lengths it reckons on about 1,000 students - full time and day release - passing through its doors each year.

The institute's core aim is to ensure that the students receive hands-on training on the very latest equipment, thus maintaining the Basque Country's traditional strengths in machine-tools. Fifty per cent of Spain's machine tool production is exported, two-thirds of that to industrially developed countries such as the US, France and Germany, according to Mr Alberto Ortueta, general manager of the Spanish machine tool manufacturers' associa-

tion. "We don't have much in the way of natural resources in the Basque Country - we don't have minerals or mining. Our basic asset here is the human being," says Mr Urchegui.

"What we are doing here is to try to make sure that professional training is not just a matter for the schoolroom but is also something which companies occupy themselves with."

The Machine-Tool Institute is an experiment, the result of an agreement between the business sector and the Basque government. There are companies here which need particular types of trained staff yet cannot find them amongst school-leavers."

Gary Mead

## ■ Profile: Mondragon Co-operative movement

## Important group

There can be little stronger evidence of the spirit of co-operation which infuses Basque industry and finance than the manufacturing groups of the Mondragon Co-operative Corporation.

The MCC has its roots in the work of Father Jose Maria Arizmendiarieta, the Basque priest who inspired the development of the first of Mondragon's co-operatives, Ulgor, in 1956.

Tucked away high in the mountains of the Guipuzcoa district, the MCC has grown in the past 37 years from being a single manufacturer of white goods into a leading diversified group employing a total of 25,322 people, with total turnover in 1992 of almost Pta1bn.

The MCC, now the most important business group in the Basque Country and ranking 15th in the whole of Spain, boasts some 90 separate companies, according to Mr Javier Mongelos, president of the MCC's general council, its governing body.

Of its three divisions - financial, industrial and distributive - the industrial arm is by far the most important. Its manufacturing base includes machine tools, automotive components, electronics, construction parts and domestic appliances of all kinds.

In 1992 the industrial division achieved a turnover of more than Pta3bn, 25.5 per cent of which was in exports, an increase of just 1 per cent over 1991. Given that industrial output was down by 1.7 per cent in Spain overall, and by 4.1 per cent in the Basque Country in 1992 against 1991 - as a result of the international recession - that performance must be seen as impressive.

In Spain overall, the machine tool sector saw a 20 per cent drop in production in 1992, compared with 1991. Yet MCC machine tool exports actually increased by 1.6 per cent in 1992, compared with a 14 per cent drop in this export market for Spanish machine tool manufacturers generally. But Mr Mongelos hopes that the recession may be passing.

its peak. He believes 1993 may see the industrial division's exports grow by an average of 15 per cent compared with 1992, while its production overall will be about 3 per cent greater than in 1992. He thinks total turnover for the whole corporation could reach Pta5bn for 1993.

Mr Mongelos says that the organisation has gone through a lengthy and continuing process of "reconstruction and elaboration of its future strategy."

Spain's EU membership has meant that the previously protected market for much of the MCC's products has disappeared.

"The competition is no longer with other Spanish manu-

**The immediate difficulty, says Mr Mongelos, is one of catching up with the past**

facturers but with Siemens, Bosch, Electrolux and so on; companies which are perfectly capable of operating in a global market," says Mr Mongelos.

The immediate difficulty, not just for the MCC but for Spain in general, according to Mr Mongelos, is one of catching up with the past.

"It's impossible for a country or an industry which was isolated for 50 years from international competition to adapt itself to complete world competition in 54 years. This metamorphosis, done in such a short time, has also not been accompanied by other transformations which are necessary for a truly competitive environment."

"Of course, here in the Basque Country we have certain advantages, particularly in the Mondragon Corporation, because the benefits or otherwise of productivity go directly to the person who works; the owner of the company is the same as the person who has to work there."

In other words, the Mondragon enterprises have the advantage of flexibility, of

being able to change according to the needs and pressures of the markets, without having to engage the massive bureaucracies of Spain's employment laws and trades union opposition.

According to Mr Mongelos, the MCC's co-operative nature means that people behave reasonably because they are all kept well informed about the ups and downs of their own enterprise.

"We don't have strikes, for example. When there is a problem then a general assembly is organised to sort it out."

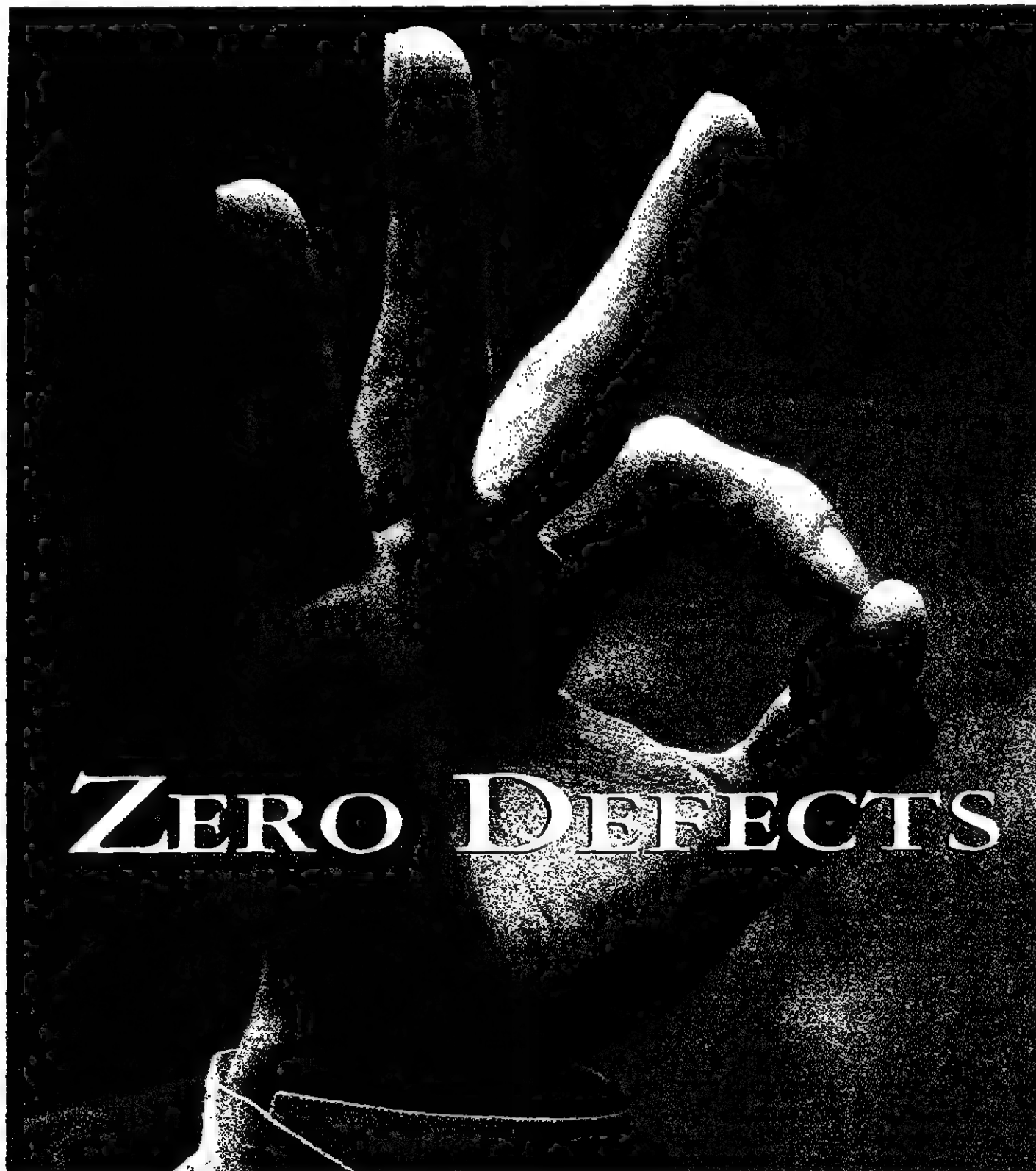
At the same time, unemployment within the MCC is almost non-existent. Unemployment is defined as more than 100 hours a month without work - a working month has 170 hours - and the unemployment figure within the corporation is now about 200 people.

"The Basque Country is a poor country, without its own natural resources. We have to import everything. It's also a country which traditionally has seen a lot of emigration, to other parts of Spain and other countries. Life has normally been very hard for the people who live here, and the only way they could get out of that hardship has been to work. The co-operatives grew out of this culture of poverty, of difficulty," explains Mr Mongelos.

"The future for the corporation must be one of further adaptation to this new world of international competition: one in which all the protective measures which existed either have disappeared or are disappearing. One of the implications of that is that the small and medium companies, which have worked well here in the past, will not do so in the future in Europe. They don't have the financial, or research and development capacities to compete."

"But it is also necessary to alter our customs, our management practices and our attitudes - and that's a very complicated business," adds Mr Mongelos.

Gary Mead



# ZERO DEFECTS

QUALITY.

THE BASQUE COUNTRY'S DIFFERENCE.

EUSKO JAURLARITZA GOBIERNO VASCO



# A COUNTRY ON THE MOVE

## BASQUE COUNTRY • EUSKADI

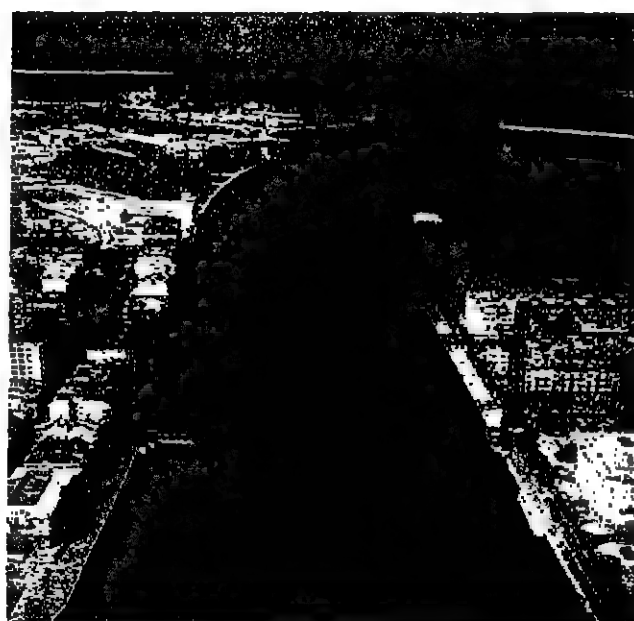
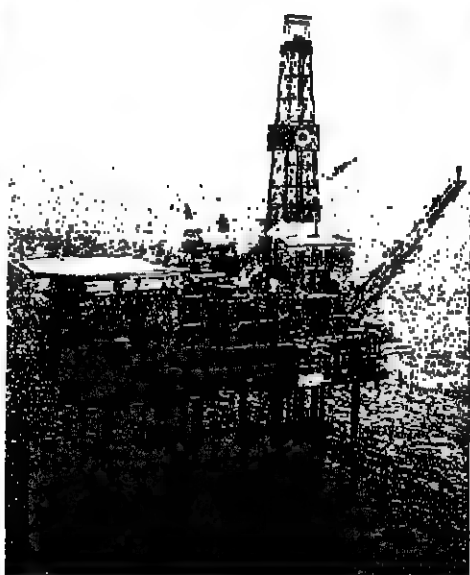
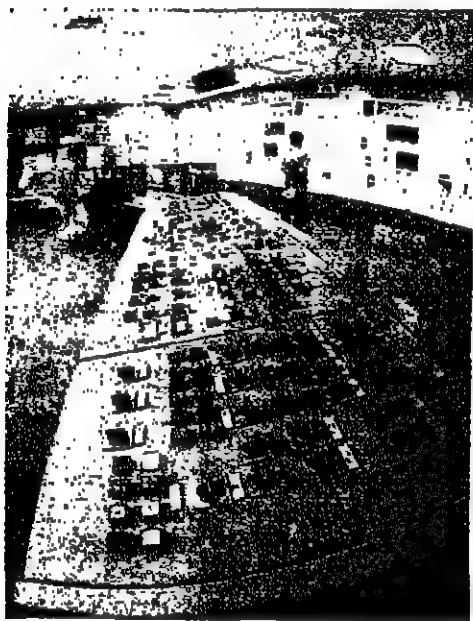
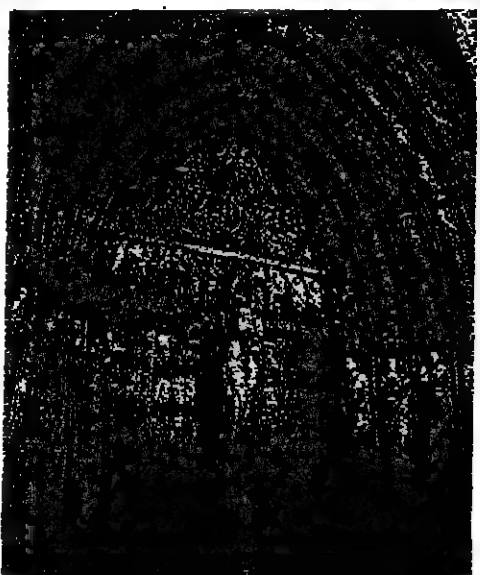
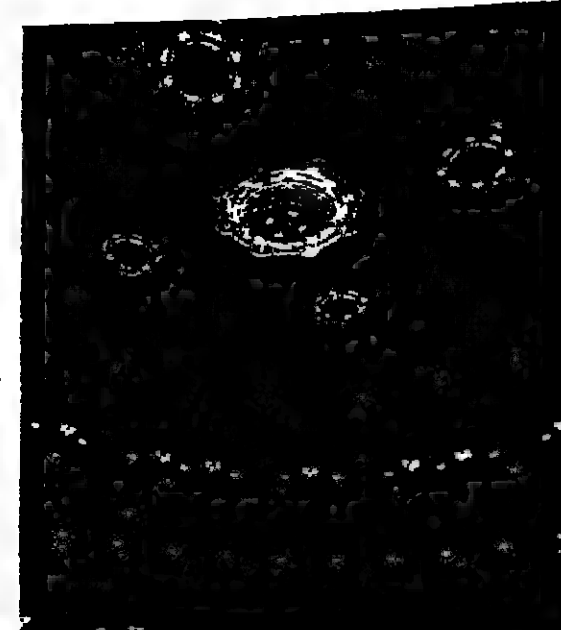
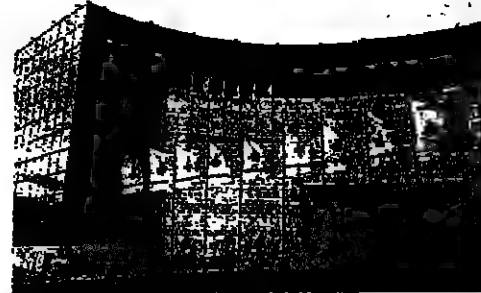
### The fascination of the past

The history of the Basques is inextricably bound up with euskara, the ancient Basque language which, alone among European languages, has survived almost unchanged since prehistoric times.

The oldest prehistoric remains in the Basque Country date from the lower Paleolithic, and the first references to settlements in the area take us back to Cromagnon man, some time around 50,000 BC. The exact origins of the Basques and their unique culture, flourishing today among the younger offshoots of European civilization, remain a mystery. The language and the people have grown together from roots buried deep in the past. The past itself remains a powerful and fascinating presence in the Basque Country: the dolmens, gothic cathedrals, prehistoric cave paintings, superb palaces and renaissance buildings scattered around the country are a constant reminder of a remarkably long and rich history.

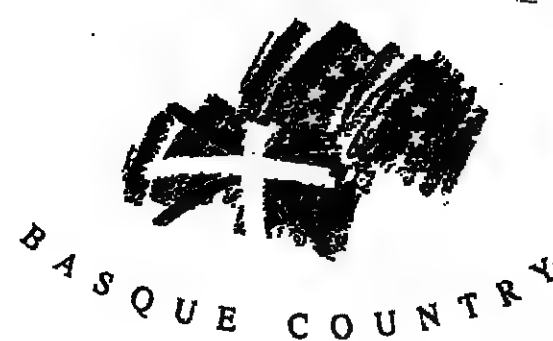
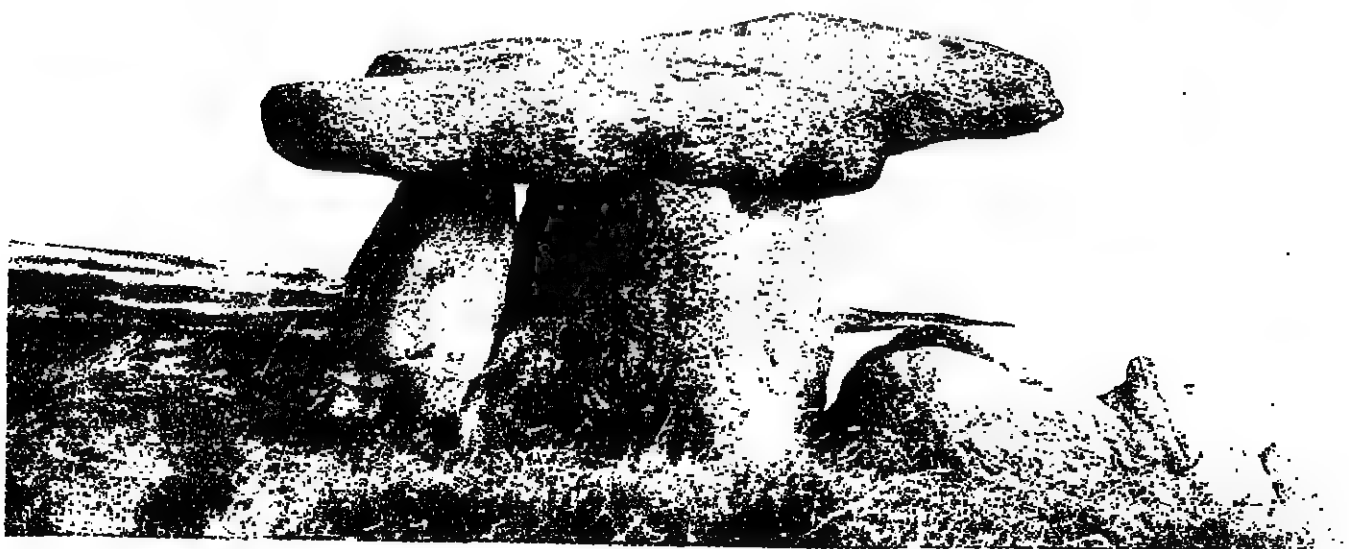
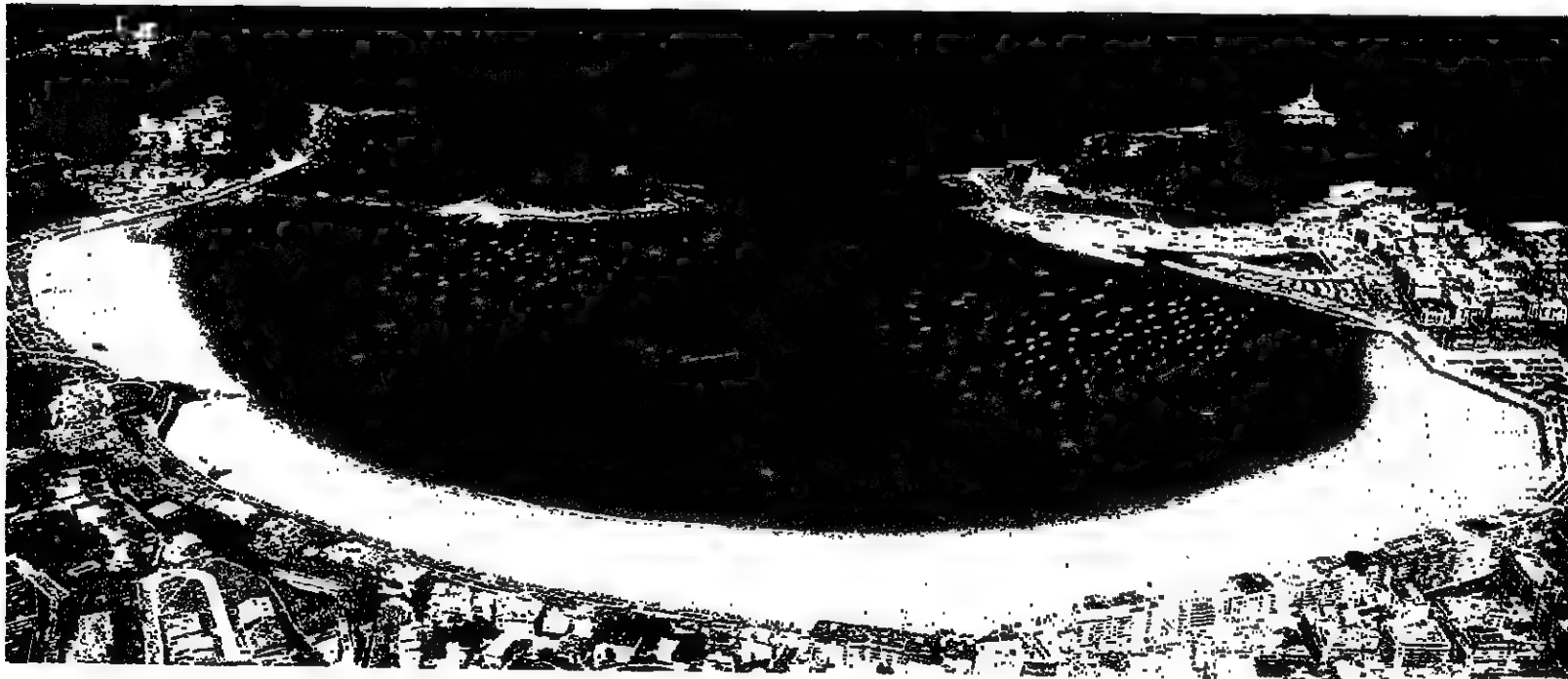
The birth-place of Ignatius of Loyola, Miguel Unamuno and Eduardo Chillida offers a wide range of cultural interests in fine theatres, concert halls and art exhibitions which provide a showplace for the latest and best in local and international creative work.

All this with the added bonus of one of Europe's most remarkable peoples, makers and custodians of an unusual and highly distinctive culture.



### Looking to the future

A superb geographical setting, rich, fertile countryside and the unending capacity of its inhabitants for hard work: three important reasons that explain why the Basque Country has been a major business and industrial centre for more than a century and why it has dominated the Spanish economy throughout that time. Today, the unstinting efforts of public institutions and the private sector, fully aware of the need to update technology, to further develop existing communications and telecoms infrastructures, to diversify, to use energy more efficiently and to improve product quality constantly, and, above all, to provide training and recycling programmes to ensure that our workforce moves with the times, are the best guarantee of the Basque Country's capacity to take on its new role as industrial and financial capital of Europe's south western Atlantic seaboard region.





## LONDON STOCK EXCHANGE

## MARKET REPORT

## Interest rate cut catches traders wrong-footed

By Terry Byland,  
UK Stock Market Editor

The stock market was caught on the wrong foot yesterday morning by the ¼ percentage point cut to 6.5 per cent in the Bank of England's minimum lending rate.

Share prices, which had opened lower in the face of a further setback on Wall Street overnight, spent the rest of the session trading through a range of 40 points on the FT-SE 100 index, which ended the day not far from its overnight level.

While the overall reception for the interest rate cut, which was swiftly followed by the leading banks, stock market traders admitted to a "very difficult session". Genuine retail investors often found problems in trying to deal with fluctuating share quotations as

market makers traded between equities and an equally excitable stock index sector.

The final reading put the FT-SE index at 3,669.3, down 1.3. The index was down to 3,650.6 ahead of the interest rate announcement, then soared to 3,690 before falling closing at 3,669.3. The FT-SE 100 index closed 3.8 up at 3,439.2, reversing an early fall.

The uncertain response on the trading screens, which inspired a leap in sea volume to 867.1m shares from Monday's 455.2m, contrasted with the more positive reception accorded by market strategists to the base rate cut. On Monday, retail business fell below £1m, effective for the first daily session for several months.

While caught out by the timing of

Account Dealing Dates		
Next Dealing	Nov 25	Dec 12
Open Dealing	Nov 25	Dec 12
Next Dealing	Nov 25	Dec 12
Open Dealing	Nov 25	Dec 12
Next Dealing	Nov 25	Dec 12
Open Dealing	Nov 25	Dec 12

the move, which appeared to have been prompted by trends in London money markets, analysts acclaimed the decision both as a favourable indicator of Budget plans and as confirmation that further reductions in base rates are likely.

"It indicates that London markets have been deceived from the New York Treasury markets," said Mr Ian Harcourt at Strauss Turnbull. He sees UK interest rates at 5 per cent

by the year-end. At Kleinwort Benson Securities, Mr Trevor Langhorne was equally positive, believing that although the next half point cut might not come until early January, rates could be down to 4 per cent later next year.

By the close of trading, international stocks, including ICI, Glaxo and BAT Industries were not far from overnight levels, but reacting with caution to a Wall Street market then in the process of reversing its opening gain. Oil stocks edged higher, however.

But the domestic, interest-related, stocks traded a more uncertain path. Bank shares, which respond readily to base rate optimism because it lightens their debt burdens, moved sharply before closing with mixed changes. Store and retail issues tried to move ahead

but failed to hold their best levels.

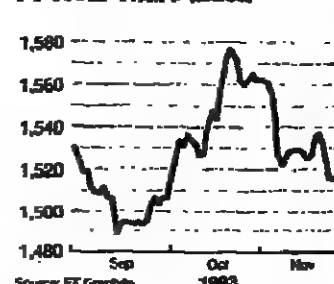
The favourable attitudes from market analysts were slow to work through to the equity trading desks, where dealers remained unsettled by the outlook for both the Japanese and US stock markets.

Throughout the session, UK equities were led by the December contract on the Footsie, and the set-back suffered late in the afternoon came after the future fell to a discount.

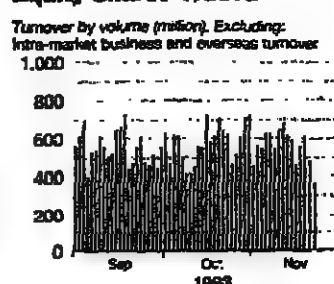
Yesterday, London had to cope with the absence of a lead from Tokyo overnight and the prospect of a New York market slowing down for the Thanksgiving Day holiday.

Traders said there was a general unwillingness to take on stock positions in the international blue chips which might prove difficult to unravel until next week.

## FT-SE All-Share Index



## Equity Shares Traded



## Key Indicators

Indicator	Value	% Chg
FT-SE 100	3669.3	-1.3
FT-SE Mid 250	3439.2	+3.8
FT-SE-A 350	1532.6	-0.1
FT-A All-Share	1517.08	-0.35
FT-A All-Share yield	3.76	(3.75)

## Best performing sectors

1 Water	+1.2
2 Building Materials	+1.0
3 Transport	+0.9
4 Oil & Gas	+0.9
5 Electricals	+0.9

## FT Ordinary Index

FT Ordinary Index	2328.0	-0.2
FT-A 500 p/e	18.72	(18.69)
FT-SE100 Dividend	3067.0	nc
10 yr Gilt yield	6.72	(6.75)
Yield ratio	1.83	(1.94)

## Worst performing sectors

1 Merchant Banks	-1.5
2 Banks	-1.4
3 Hotels & Leisure	-1.1
4 Financial Group	-0.9
5 Engineering-Aerospace	-0.9

## Thorn fails to please

Disappointment over the dividend payout at Thorn EMI sent the shares tumbling and prompted a series of downgrades and some cautious pronouncements from leisure sector analysts.

First-half results were at the lower end of market forecasts, although there were some bright spots, particularly in the music division. However, the

impressive, albeit patchy, results were accompanied by an unchanged dividend, prompting concerns over the short-term outlook for the stock. One analyst commented: "The company has sent a very confusing message to investors - reasonable results and a disappointing dividend. People are worried about the near-term news flow."

This includes official inquiries into compact disc prices in the UK and US, potentially undermining the US over Thorn's rental business, and continuing losses at its unwanted defence business. "Thorn is next year's story," said Mr Bruce Jones at Smith

New Court, who cited flat full-year earnings and the looming uncertainties as reasons for marking the shares a hold. They closed a hefty 30 down at 314p, although analysts pointed out that the stock had had a good run. Market forecasts for the year came back to a range of 238p to 248p.

## Nth Foods easier

A gloomy message from Northern Foods, accompanying otherwise acceptable results, sent the shares scurrying downwards, although the rally towards the end of a turbulent session. They closed 4 off at 255p in busy trade of 2.7m.

Food manufacturing analysts said the cautious statement was in keeping with a downbeat post-results meeting, in which the company said it had increased its 1994 dividend by 10 per cent to 25p. Downgrades quickly followed, with the market range some 10 per cent lower at 215p to 216p.

## Wellcome upset

Pharmaceutical group Wellcome saw its share price fall 7 pence to 245p, as investors reacted to a two-way business. The company is a buyer of the shares, arguing that they are the

cheapest in the pharmaceutical sector. However, dealers said it also took some sizeable sell orders.

There was little fundamental impetus in the market to sell the shares but some analysts pointed to an article in the trade press on a rival treatment to Wellcome's anti-AIDS treatment Retrovir.

News of the decision to launch an inquiry into the Net Book Agreement hit J. Menzies hard, sending the shares down 13 to 559p. W.H. Smith recovered from its initial bid, closing slipped 3 down at 457p. Pentaplast 3 to 270p, and MFI, up 3 at 140p, were said to be the main rate cut beneficiaries.

## TRADING VOLUME

came in line with expectations and the shares drifted away slightly to close 3 down at 568p. Brewing was again shown to be tough, with the various participants locked in a struggle for market share. Pressure on Allied may prove beneficial to Bass, up 2 at 471p and Scottish & Newcastle, down 3 at 469p.

**Leisure analysts** said the main beneficiary of the base rate cut appeared to be First Leisure, the nightclub and casino bowling company. The shares rose 25p, to 245p, with Credit Lyonnaise Leasing higher after the base rate reduction.



### INVESTMENT TRUSTS - Cont.

to proceed.  
In the Ukraine, unable and Electricité de France, told me



## LONDON SHARE SERVICE

## INVESTMENT TRUSTS - Cont.

Notes	Price	+/-	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	99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## AUTHORISED UNIT TRUSTS

● FT Cyteline Unit Trust Prices are available over the telephone. Call the FT Cyteline Help Desk on (971) 973-4976 for more details.

UNIT TRUSTS	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name									

**Guide to pricing of Authorized Unit Trusts**  
Compiled with the assistance of Lautro SS

**INITIAL CHARGE:** Charge made on sale of unit. Used to defray marketing and administrative costs. Refundable upon completion of the transaction. This charge is included in the price of unit.

**OFFER PRICE:** Also called *lower price*. The price at which units are bought by investors.

**BID PRICE:** Also called *redemption price*. The price at which units are sold back by investors.

**CANCELLATION PRICE:** The minimum subscription price. The minimum agreed between the offer and bid prices is determined by a formula laid down by the government. In

specific, want not just to ensure a timely answer period. As a result, the bid price is often set above the cancellation price. However, the bid price might be lower than the cancellation price by the time the bid is made, usually in

**TIME:** The two staves alongside the hand manager's curve is the time of the first staff's vibration point before another time is indicated

By the symbol alongside an individual and bank name, the symbols are as follows: (V) - CHEF in 1000 hours (4) - 1901 to 2400 hours (4) - 2401 to 1700 hours (4) - 1701 to midnight. Daily dining prices are set on the basis of the

Inventory, price, & availability of tools may change before prices become available.

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1:50





● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (071) 873-6378 for more details.

LN Expy Ex. Nov 18	42.98	50.98	---	3.9
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● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (877) 873-4378 for more details.

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**BBC Asset Management**

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● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (877) 873-4378 for more details.

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## WORLD STOCK MARKETS

EUROPE									
Austria (Nov 23 / Set)									
ATX	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Belgium (Nov 23 / Ft)									
BESE	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0
Denmark (Nov 23 / Dkr)									
OMXC20	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
France (Nov 23 / Fr)									
CAC 40	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0
Germany (Nov 23 / DM)									
DAX	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0
Greece (Nov 23 / Dr)									
ATHEX	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Ireland (Nov 23 / Ir)									
ISEQ	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Italy (Nov 23 / Lit)									
ISEQ	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Japan (Nov 23 / Yen)									
Nikkei 225	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Netherlands (Nov 23 / Fl)									
AEX	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Portugal (Nov 23 / Esc)									
BVLX	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Spain (Nov 23 / Ptas)									
IBEX 35	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Sweden (Nov 23 / Kron)									
OMXC20	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Switzerland (Nov 23 / Fr)									
SIX	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
UK (Nov 23 / Pounds)									
FTSE 100	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
US INDICES									
Dow Jones									
Industrie	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0
Home Bonds	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Transport	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Utilities	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
NASDAQ									
Composite	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
STANDARD AND POORS 500 STOCK INDEX									
Industrie	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Home Bonds	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Transport	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Utilities	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
NEW YORK ACTIVE STOCKS									
Volume	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Value	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
TRADING ACTIVITY									
Volume	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Value	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1

INDICES									
Nov 23									
Argentina	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Australia	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Brazil	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Canada	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
France	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Germany	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Italy	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Japan	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Netherlands	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Portugal	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Spain	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Sweden	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Switzerland	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
UK	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
US INDICES									
Dow Jones									
Industrie	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0	3,450.0
Home Bonds	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Transport	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Utilities	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
NASDAQ									
Composite	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
STANDARD AND POORS 500 STOCK INDEX									
Industrie	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Home Bonds	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Transport	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Utilities	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
NEW YORK ACTIVE STOCKS									
Volume	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Value	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
TRADING ACTIVITY									
Volume	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1
Value	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1	1,144.1

## The Financial Times plans to publish a Survey on U.S. Communications

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The U.S. Communications industry is currently the largest and most advanced in the world. The changes happening now will have implications for the entire world. This survey will therefore be essential reading for key decision makers in over 160 countries worldwide.

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FT Surveys



## NEW YORK STOCK EXCHANGE COMPOSITE PRICES

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Continued on next page

LET  
KIM





**NASDAQ NATIONAL MARKET**

P						P						
Dr	Pr	Hi	Lo	Las	Chng	Dr	Pr	Hi	Lo	Las	Chng	
Free Med	0.10	23	13	134	134	-12	Protekt	0.12	274	263	264	25
Adv Co	1.16	117	117	254	254	-2	Procton	0.12	1	4	4	4
8 Pk Pk	0.64	10	216	235	235	235	PrCoat	719000	185	179	185	+4
Can Gas	0.24	21	1616	204	204	-1	Princo	126	252	84	59	84
Oil	0.16	10	2391	154	154	124	Princo	0.16	146	204	204	-1
							Princo	0.25	25	41	25	38
							Protect	1.64	141	487	504	492
							Princo	0.52	12	810	299	29
							Princo	0.12	13	444	164	16
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
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							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
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							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
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							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
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							Princo	0.02	20	35	164	162
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							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
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							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
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							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
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							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
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							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146
							Princo	0.14	4	84	84	84
							Princo	0.02	20	35	164	162
							Princo	0.12	13	444	164	16
							Princo	0.25	25	41	25	38
							Princo	0.22	234	15	134	146

[illegible]

Alcoa	7 778	8 84	84	1/4	+
Aluminum	27 720	7 84	84	1/4	+
Aluminum	0.24 84	84	20 104	20	+
Aluminum	0.80 32	242 174	104	17	+
Aluminum	10 1083	144	13	13	+
Aluminum	70 2425	454	434	454	+
Aluminum	0.04 66	114	54	54	+
Aluminum	33 732	94	94	94	+
Aluminum	0.56 25	344 314	314	314	+
Aluminum	32 24	4914	34	34	+
Aluminum	25 132	144	19	19	+
Aluminum	18 235	134	54	54	+
Aluminum	0.72 0	472	54	54	+
Aluminum	0.86 13	1172	24	24	+
Aluminum	2803374	234	234	234	+
Aluminum	32 4985	264	234	234	+
Aluminum	19 261	6	94	94	+

Aluminum	23 5	14 13 1/2	14	1/2	+
Aluminum	19 1780	30 242	24	24	+
Aluminum	17 776	16 154	154	154	+
Aluminum	0.80 2	228	22	22	+
Aluminum	0.84 10	202 133	69	69	+
Aluminum	0.42 1.16	81	304	304	+
Aluminum	0.44 10	637	49	49	+
Aluminum	0.58 9 1330	33	32	32	+
Aluminum	17 1029	184	174	184	+
Aluminum	13 16	144	134	144	+
Aluminum	8371404	213	293	213	+
Aluminum	48 881	173	173	173	+
Aluminum	0.50 40	263	143	143	+
Aluminum	15 1823	174	164	164	+
Aluminum	0.31 42	190	46	46	+
Aluminum	10 22	54	54	54	+
Aluminum	0.41 25 1350	181	174	181	+
Aluminum	0.50 12	32	64	64	+
Aluminum	0.41 25 1350	181	174	181	+

Aluminum	43 266	683	683	683	+
Aluminum	0.30 12	32 184	184	184	+
Aluminum	43 1372	304	294	304	+
Aluminum	17 1384	173	164	173	+
Aluminum	33 959	22	81	21	+
Aluminum	11 164	174	174	174	+
Aluminum	24 1179	214	21	21	+

Aluminum	0.37 34	77 584	584	584	+
Aluminum	44 267	123	123	123	+
Aluminum	0.28 49 1936	74	74	74	+
Aluminum	172 184	104	104	104	+
Aluminum	14 154	144	144	144	+
Aluminum	0.81 11	349	36	36	+
Aluminum	28 22	114	114	114	+
Aluminum	38 311	111	104	104	+
Aluminum	1.00 8	205	224	224	+
Aluminum	0.20 12	830	111	111	+
Aluminum	0.04 19 2207	234	224	224	+

Aluminum	0.04 2212394	54	534	54	+
Aluminum	2 1076	53	53	53	+
Aluminum	1.05 174	154	174	174	+
Aluminum	1.88 13 609	53	53	53	+
Aluminum	0.10 12	164	18 14	18	+
Aluminum	0.23 17	15	22	22	+
Aluminum	1.40 16	188	42	41	+
Aluminum	0.58 9 1732	24	24	24	+
Aluminum	0.37 32	304	104	104	+
Aluminum	17 183	104	104	104	+
Aluminum	9 17	291	38	38	+
Aluminum	13 370	54	54	54	+

Aluminum	43 266	683	683	683	+
Aluminum	0.30 12	32 184	184	184	+
Aluminum	43 1372	304	294	304	+
Aluminum	17 1384	173	164	173	+
Aluminum	33 959	22	81	21	+
Aluminum	11 164	174	174	174	+
Aluminum	24 1179	214	21	21	+

**FINANCIAL TIMES**  
 Purrier battle ends with something for everyone

Category	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397</
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AMERICA

# AMR declines as crew strike is called off

Wall Street

Supported by a rally in the beleaguered bond market, US share prices traded in a narrow range either side of opening values yesterday, writes Patrick Harverton in New York.

At 1pm, the Dow Jones Industrial Average was down 1.11 at 3,669.14. The more broadly based Standard & Poor's 500 was up 0.50 at 459.73, while the Amex composite was 0.89 lower at 459.90, and the Nasdaq composite up 4.24 at 742.37. Trading volume on the NYSE was 162m shares by 1pm.

The stage was set for a positive opening on US stock markets when bond prices rallied in early trading. The benchmark 30-year bond rose more than three quarters of a point, and its yield dropped to 6.32 per cent. The bond market rally was sparked by several factors, including news of a surprise interest rate cut in the UK by the Bank of England.

Financial markets across the globe have been concerned about rising interest rates, and the Fed's move helped allay some of those concerns, if only temporarily. With bonds rising and interest rates in Europe declining, US equity investors were in more upbeat mood yesterday. Although there was some early buying, traders said that business was light, primarily because the markets were already winding down ahead of the Thanksgiving weekend holiday.

Among individual stocks, AMR, parent of American Airlines, dropped 2 1/4 to \$65 1/4 on the news that the carrier's flight attendants had ended their strike after both sides were pressured by President Clinton to seek a government mediated settlement. Investors reacted badly to the news because they feared that the government mediator would force American to dilute its package of cost-cutting measures which analysts had hoped would put the carrier back on the road to long-term profitability.

Other airline stocks fell along with AMR, which was also hit by a ratings downgrade from brokers houses Bear Stearns and Merrill Lynch.

Delta dropped 1 1/4 to \$57 1/4, UAL fell 3/4 to \$136 1/4 and USAir eased 3/4 to \$13 1/4.

Paramount Communications fell 2 1/4 to \$74 1/4 as investors bet that Viacom, its lower offer, will defeat QVC Network in the battle to take over the entertainment group. On the American Stock Exchange Viacom "A" shares were up 3/4 at \$47 1/4, its "B" shares up 1 1/4 at \$42, and QVC was down 1/4 at \$45 1/4 on the Nasdaq market.

Metals stocks were firmer, with Aluminum Company of America up 1/4 at \$73 1/4 and Reynolds Metals up \$1 at \$47 1/4.

Leading Nasdaq technology stocks were mostly firmer, with Intel up 1/4 at \$58 1/4, Microsoft 1 1/4 higher at \$78 1/4 and Borland International up 3/4 at \$16. The exception was Apple, which eased 1/4 to \$31 1/4.

Canada

Toronto was flat at midday ahead of an expected decline in the Bank of Canada's key lending rate later in the day. The TSE 300 index shed 2.3 to 4,197.65 at noon in volume of 24.5m shares.

SOUTH AFRICA

Industrials recouped some early losses but ended the session down 17 at 4,567. The gold and overall indices both shed 29 to 1,944 and 4,234 respectively.

Remgro dropped 75 cents to R29.55, Barlows fell 10 cents to R44.55 and Vool Reefs fell 86 to R260.

Times Media added R2.50, or 7.9 per cent, to R33, and Lorraine lost R1 to R19.50.

EUROPE

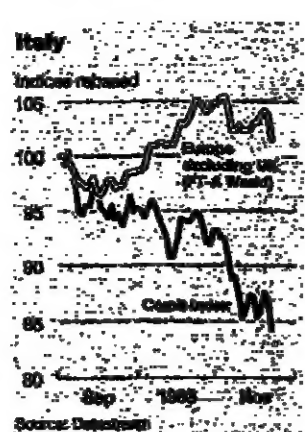
# Milan falls 2.7 per cent despite late recovery

A number of separate issues coloured trading yesterday, writes Our Markets Staff.

MILAN was again under pressure early in the session as the lira fell to an all-time low against the D-mark, but the mood subsequently improved after the head of the Democratic Party of the Left reassured investors that turmoil in the financial markets was unjustified after the weekend local elections.

The Comit index finished 14.13 or 2.7 per cent lower at 512.44, reflecting an improvement from the day's lowest levels after Mr Achille Occhetto pledged to back the government until the budget had been approved. Investors were heartened that he also stressed the importance of protecting savings, pushing through privatisations and keeping up the battle against inflation.

Earlier in London, Mr Oliver Kamm and Mr William Cowan of James Capel commented that the equity market had been discounting investor con-



Source: Datastream

cerns about political instability over the past few weeks and in the short term, investors might focus on the risk to the pace of administrative reform and fiscal consolidation posed by the decline of the centre parties.

However, the macroeconomic and corporate earnings outlook for 1994 appeared favourable, while the support gained by the parties of the far

left and far right was unlikely to be replicated in elections for a national government, they said.

The telecommunications stocks were again marked down. Sip fell 1.56 to 1,396.1 in volume of 27.7m shares and Stet was 1.9 lower at 1,419.1 in volume of 14m shares.

FRANKFURT saw a day of contrasts with the DAX index moving between a high of 2,041 and a low of 2,016, before settling off 2.59 at 2,027.41.

Some analysts commented that the market was now waiting for inflation data, due out either today or tomorrow before deciding its next direction.

Mannesmann, which is due to release nine month data today, was down DM1.70 at DM259.00.

Wells went against the trend, rising DM7 to DM85, after it reported a 5 per cent gain in pre-tax profits for the year to September.

PARIS was upset by the profits warning from Elf Aquitaine

## FT-SE Actuaries Share Indices

Index	Nov. 23	Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17	Nov. 16
FT-SE Actuaries 100	1317.24	1321.48	1322.50	1324.00	1322.50	1320.00	1325.47	1325.47
FT-SE Actuaries 200	1307.32	1314.39	1317.02	1318.43	1316.54	1314.39	1319.57	1319.57
FT-SE Actuaries 300	1317.24	1321.48	1322.50	1324.00	1322.50	1320.00	1325.47	1325.47
FT-SE Actuaries 400	1317.24	1321.48	1322.50	1324.00	1322.50	1320.00	1325.47	1325.47
FT-SE Actuaries 500	1317.24	1321.48	1322.50	1324.00	1322.50	1320.00	1325.47	1325.47

and the shares of the oil group fell FFY15.90 or 3.5 per cent to FFY416.70.

The CAC-40 index lost 11.14 to 2,071.47, after a high of 2,094 and a low of 2,059, on the last day of the account.

The oil group, which is slated for privatisation next year, said that it expected 1993 profits to fall to around FFY1bn after FFY6.2bn in 1992.

Its Elf Sanofi division went in the opposite direction, rising FFY3 to FFY52, in spite of also reducing its estimates for the full year.

AMSTERDAM remained interested in KLM, the shares rising 30 cents to FFY37.50, following the collapse of the Alcazar talks and news that the airline would continue to search for ways of reducing costs.

The CBS Tendency index slipped 0.1 to 133.5, after a high of 134.3 and a low of 132.1.

KNP BT, the paper and packaging group, was 20 cents higher at FFY40.50 ahead of today's results.

ZRIKOR edged higher, taking its lead from former Nestlé and Roche shares, and the SMI index added 5.6 to 2,702.1.

Nestlé, SFR13 higher at SFR1.170, topped the active list ahead of its autumn news conference today. Almasia, with

a presentation to analysts this morning, was SFR7 easier at SFR52.

Roche rose SFR40 to SFR5,980 in active trade, recouping some of Monday's SFR140 slide. BBC closed SFR7 lower at SFR1,017 after ABB Asea Brown Boveri said it expected 1993 profits after financial items at the same level as in 1992.

Holderbank eased SFR1 to SFR20 as it sold 200,000 shares to Union Bank, which announced a warrant bond on Holderbank shares with an exercise price of SFR623.

STOCKHOLM was lower in nervous trade amid concern over higher debt market yields and a weaker crown. The Affarvärlden index fell 11.3 to 1326.1. In turnover of SFR58bn.

Asa did better than the overall board, its B share falling SFR3 to SFR549 on its nine-month results which proved in line with expectations.

Written and edited by John Pitt and Michael Morgan.

## Divided picture from European chemicals

Shares have risen against a background of poor earnings, writes Paul Abrahams

At first sight, the performance of European chemicals stocks this year has been impressive. Since the beginning of January, BASF's shares have risen 30 per cent, Bayer's 23 per cent and Hoechst's 12 per cent. In the Netherlands, DSM is up 35 per cent. Akzo was up 42 per cent until it announced its merger with Nobel of Sweden this month. Even Solvay of Belgium is up 24 per cent.

But although all chemicals stocks have increased in value this year, most have underperformed their respective local markets. Ms Jackie Ashurst, chemicals analyst at James Capel, reckons it has been the third worst performing sector in Europe this year. Hoechst has underperformed the market by 17 per cent this year, for example. Nevertheless, the chemical sector's underperformance has not been as great as it might have been given its present predicament.

The continuing rise of chemicals stocks sits oddly with the gloomy state of the European chemicals market. While share prices have risen, quarterly results have been progressively more disappointing.

The outlook for next year remains grim. This week, Mr Jürgen Strube, BASF chairman, said that his group was likely to cut its dividend again this year and he expected business to remain weak before turning up in 1995.

The reasons for the dire financial performance of continental chemicals groups are not hard to find. Commodity chemicals are having a rough time. Weakening demand growth and overcapacity have hit prices and undermined margins. Few petrochemical makers, for example, are making money at the moment.

At the same time, those companies with large pharmaceutical divisions, normally a good hedge against wick-

cyclical commodity chemicals - have been hit by healthcare reform in most of Europe's largest countries.

The German market, Europe's largest, has registered a 10 per cent fall over the first

Although all chemicals stocks have increased in value this year, most have underperformed their respective local markets. Hoechst, for example, has underperformed by 17 per cent this year.

nine months this year, while the Italian sector has suffered a 3 per cent fall.

Such was their decline that the European drugs market recorded no growth during the nine months to September, probably the first time the sector has ever gone ex-growth.

Groups such as Hoechst and BASF have warned their dividends may have to be cut.

The apparently resilient stock market performance of the chemicals groups has been driven partly by fund managers choosing to invest in countries rather than sectors.

Given that the large chemicals groups are so liquid, investors in Germany are likely to build their positions in BASF, Bayer and Hoechst, while those wanting to put money in the Dutch or Belgian markets are likely to pick DSM, Akzo or Solvay.

Fundamentals are also driving the sector. The US recovery, strong US dollar and falling interest rates have added to its attractions. The stocks' yields also remain high compared with long-term bonds.

The possibility of improved earnings in the medium-term is also holding up share prices. At every industry conference and every results meeting,

chemicals groups have been warning about the need for restructuring. This is not new. But there seems to be a greater sense of urgency than for many years.

This week, Epichem, the Italian state-owned group, announced 10,000 job losses over the next four years. Earlier this month, BASF announced 3,000 job cuts by the end of 1995. Plant closures are also in the pipeline, aimed at reducing costs as well as capacity. Any improvement in companies' cost-bases should fall through to the bottom line, and any cut in capacity should help prices.

Even though corporate results are likely to make grim reading over the next 12 months, the downside to the chemicals market is likely to be limited, says Ms Ashurst. The dangers of missing out on a pre-recovery rally of chemicals stocks are simply too great.

## Poland gives priority to public offers

Poland's new centre left government will be giving "top priority" to public share offerings to boost the development of the Warsaw Stock Exchange (WSE), writes Christopher Bobinski in Warsaw.

Mr Marek Borowski, deputy premier in charge of the economy, told a conference on "How to become a publicly quoted company" that the 22 companies quoted on the WSE had better results than state-owned or private companies.

The high turn-out at the conference reflects growing domestic interest in share offers as a way of raising capital in the wake of a continuing 10-month boom on the WSE. This has lifted share prices eight-fold, capitalising the market at around \$1.8bn. WSE regulators estimate that one-third of the trading is done by foreigners, who own 20 per cent of the shares. The WIG indicator rose 5.3 per cent yesterday to 8,680.

ASIA PACIFIC

## Interest rate outlook takes its toll

Concern over the potential effect of higher US interest rates on the liquidity of Pacific Rim markets remained a dominant theme in the region. Tokyo was closed for a holiday yesterday.

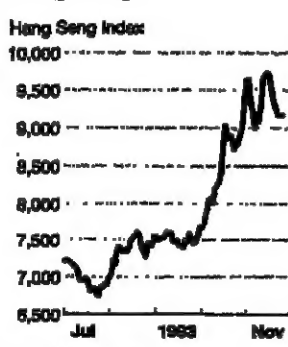
HONG KONG recorded a sixth consecutive loss amid concern over the direction of US rates. The Hang Seng index fell 134.62, or 1.47 per cent to 9,036.02, having been 247 points lower earlier in the day. The market has fallen by 8.0 per cent since its peak of 9,836.50 points established on Monday last week.

HSBC fell 50 cents to HK\$35.00, Henderson Land lost HK\$1.75 to HK\$33.00 and Jardine Matheson dipped HK\$1.00 to HK\$97.50.

China-linked shares were also weak. Shanghai Petrochemical fell 12.5 cents to HK\$2.50 while China Overseas shed 17.5 cents to HK\$2.30 and Maanshan Iron was down 7.5 cents to HK\$3.90.

SEOUL tumbled on across-the-board profit-taking with demand for export-oriented issues falling to halt the retreat. The composite index lost 16.98 to 817.90 with 403 of the 755 listed stocks going limit down.

Hong Kong



Source: Datastream

However, analysts noted that underlying market sentiment remained positive, reinforced by optimism over the prospects of economic recovery with provisional Bank of Korea figures showed third quarter GNP grew a higher than expected 6.5 per cent from 3.3 per cent a year earlier.

AUSTRALIA fell steeply on arbitrage in the futures market which drove the December contract down to a discount. The All Ordinaries index lost 39.7 to 2,009.6 in turnover of A\$368.5m.

Among the fallers News Corp

lost 31 cents to A\$9.52, its lowest close since late August. BHP shed 16 cents to A\$15.50, Colas Meyer lost 12 cents to A\$5.12, and Western Mining dropped 21 cents to A\$5.50.

SINGAPORE was dragged lower by profit-taking and the Straits Times Industrials Index lost 20.03 to 2,076.69 in relatively thin volume of 177.43m shares.

KUALA LUMPUR fell over a broad front leaving the composite index, which breached the psychological 1,000-point level on Monday, down 22.52 or 2.3 per cent, at 966.38.

Losers included the utility giants Tenaga Nasional and Telekom Malaysia which fell 30 and 80 cents respectively to M\$15.80 and M\$18.50 ringgit. They both account for around 40 per cent of the composite index's weighting.

But Lien Hoe rose 36 cents to M\$3.50 on takeover rumours in heavy volume of 12.6m shares.

MANILA saw further profit-taking leave the composite index down 29.33 points at 2,388.50. Turnover was 1.95bn pesos.

Philippine Long Distance Telephone lost 15 pesos to 1,790 pesos and Philippine National Bank shed 10 pesos to 435.

TAIWAN resisted the trend elsewhere in the region but the mood remained cautious ahead of Saturday's local government elections. The weighted index closed 17.81 higher at 4,234.75 in turnover of T\$22.6m.

The electronics sector continued to attract buyers, with Acer finishing up 40 cents at T\$32.10.

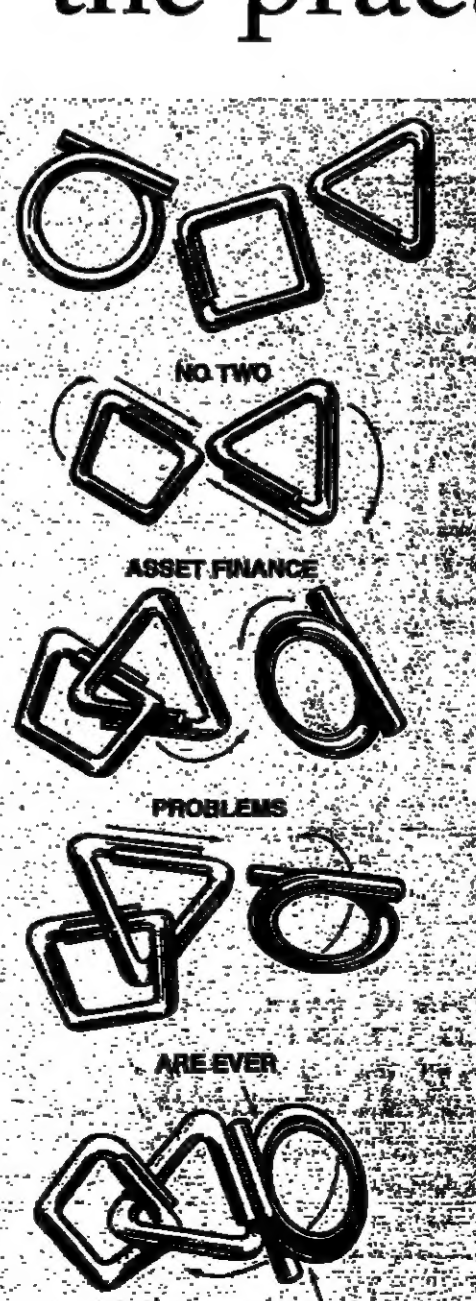
NEW ZEALAND was broadly lower, while Air New Zealand went against the trend on data showing a rise in October tourist figures, rising 8 cents to NZ\$2.97. The NZSE-40 capital index fell 35.53 to 2,044.90 in turnover of some NZ\$54m.

JAKARTA rebounded slightly in late trading but still finished lower overall following falls in blue chip stocks. The composite index fell 13.15 to 523.314.

Barito Pacific Timber, the wood processor and Jakarta's largest stock, ended down Rp900 to Rp12,700 reflecting a sharp fall in plywood prices since August.

BANGKOK recovered slightly in afternoon trading helped by strength in banks. The SET index ended down 4.89 at 1,305.24, after a day's low of 1,271.79, in turnover of 8112.25m.

## The theory's simple the practice rarely is.



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NOMINAL AND REGIONAL MARKETS														
Country	Index	US Dollar	Day's Change	Point	Yen	DM	Local	Local	Gross	US Dollar	Point	Yen	DM	Local
Figures in parentheses show number of times of stock														